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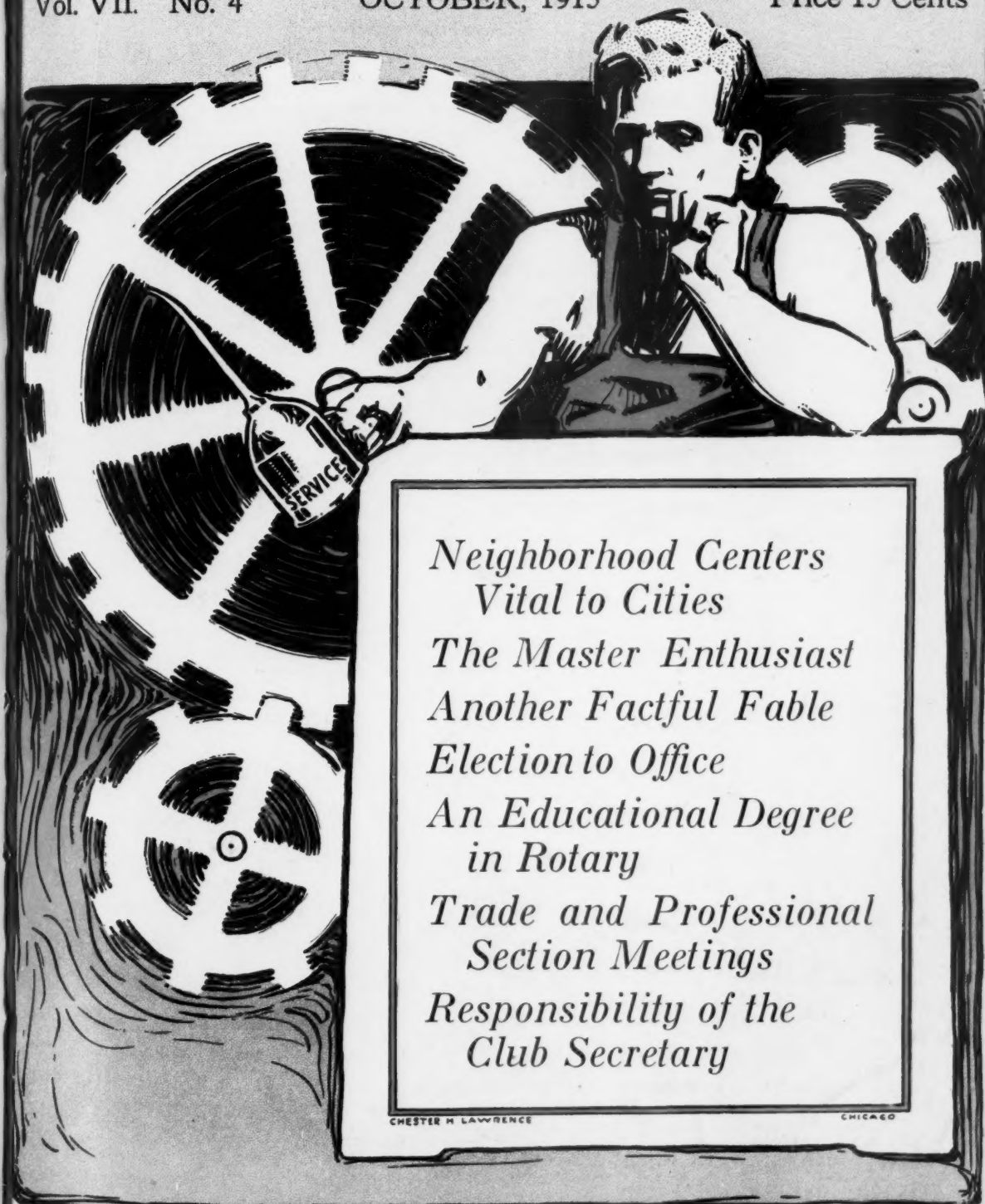
THE NEW YORK  
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# THE ROTARIAN

Vol. VII. No. 4

OCTOBER, 1915

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*Neighborhood Centers  
Vital to Cities*

*The Master Enthusiast*

*Another Factful Fable*

*Election to Office*

*An Educational Degree  
in Rotary*

*Trade and Professional  
Section Meetings*

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CHESTER H. LAWRENCE

CHICAGO

OAKLAND  
*a MECCA*  
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**T**HESE ROYAL PALMS WERE PLANTED BY THE SPANISH PADRES OF THE MISSION SAN JOSÉ de Guadalupe about 1797. ¶Olive trees then set out by the industrious padres have now so interlaced their branches that it is as cool and dark as evening under the grove. ¶The original adobe Mission is still standing in Mission San José, Alameda County, near OAKLAND, CALIFORNIA. This Mission and Joaquin Miller's home, "The Hights", make Oakland a Mecca for tourists. —OAKLAND ROTARY CLUB.

# THE ROTARIAN

*The Magazine of Service*

Vol. VII

OCTOBER, 1915

No. 4

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## THE ROTARIAN

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## Read The Rotarian

The brightest thoughts of the brightest, most earnest and most active Rotarians form the contents of THE ROTARIAN each month.

Experiences from every line of life and activity are set down for our reading. The articles are virile. They tell how other men in all lines of endeavor meet and overcome the same obstacles that confront us.

Take THE ROTARIAN home. Read one article, if no more. Look over the table of contents. You are certain to find some articles of real value to you.

Read THE ROTARIAN. It will be of benefit to you.

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Rotary is an organization of opportunity and is dedicated to service. Rotary is unselfish fellowship combined with competent service.

—W. D. BIGGERS, Detroit Rotary Club.

Editorial in The Peoria "Journal,"  
August 17, 1915.

## The Rotarians

NO ORGANIZATION has brought to itself more laurels nor shown greater efficiency in the way of practical achievements than the international association of Rotary clubs. It is not strange, in view of the splendid "code of ethics" adopted by the convention of the organization at its recent meeting in San Francisco, that the Rotarians have been credited with working a revolution in business methods in many cities of the United States. We quote from the preamble of the "code" as adopted:

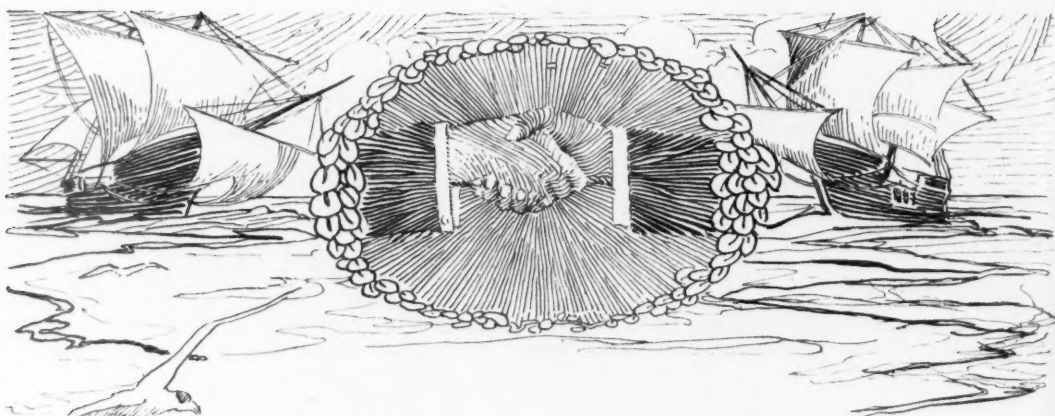
"My business standards shall have in them a note of sympathy for our common humanity. My business dealings, ambitions, and relations shall always cause me to take into consideration my highest duties as a member of society. In every position in business life; in every responsibility that comes before me my chief thought shall be to fill that responsibility and discharge that duty so when I have ended each of them, I shall have lifted the level of human ideals and achievements a little higher than I found them."

Isn't this a convincing refutation of the ancient falsehood that "there is no sentiment in business"? And what church creed offers a better every-day religion than that embodied in the eleventh section of the Rotary code:

"Finally, believing in the universality of the Golden Rule, all things whatsoever ye would that men should do unto you, do ye even so unto them, we contend that society best holds together when equal opportunity is accorded all men in the natural resources of his planet."

The Rotarians have done a great work in redeeming business from the old conception which made business a war, with devil-take-the-hindmost as its guiding motive. They are demonstrating every day that the law of "service" has its place and its practical, as well as moral, value in the field of commerce as everywhere else. More power to Rotary clubs.

*Editorial comment on Rotary in the daily press reflects the attitude of the general public. The above editorial evidences the high standing of Rotary in the city of Peoria.*



## *Hands Across in Rotary*

**By Marguerite Welland**

*(Inspired by opening session of 1915 convention)*

*Two and twenty thousand strong,  
March the true, progressive throng,  
Timed to noble, manly song  
Of Rotary, of Rotary.*

*Chorus:*

*In the center of the sun,  
Finding places, every one;  
Room for all, o'er land and sea,  
Hands Across, in Rotary.*

*Shaping from each word of cheer  
Stepping stones for some career;  
Slaying every idle fear  
With Rotary, with Rotary.*

*Chorus,*

*Brotherhood of Man, its cry,  
Serving when some need you spy;  
Profit follows by and by  
From Rotary, from Rotary.*

*Chorus,*

*Nothing evil dares to lurk,  
Ne'er a duty will they shirk,  
Love's the key-note of the work  
In Rotary, in Rotary.*

*Chorus,*

*Golden Rule men, every one,  
'Till the race of life is run;  
And a greater guerdon won  
Through Rotary, through Rotary.*

*Chorus,*



# THE ROTARIAN

*Official Organ of the International Association of Rotary Clubs*

VOL. VII, No. 4—

EDITORIAL

—October, 1915

## Playing the Game



ATHLETIC contests and athletes are continually furnishing lessons for business and professional men. The series of articles, "Business Lessons From Fields of Sport," which appeared sometime ago in *THE ROTARIAN*, attracted a great deal of attention and proved of general interest to Rotarians. Recently there was published in the daily press of the United States an interview by Grantland Rice with Tyrus Cobb, member of the Detroit baseball team and generally admitted to be the world's greatest batter and all-around baseball player. From that interview we might easily add another story to our famous series.

In the many years that Cobb has been playing professional ball in the major leagues he has always averaged one safe hit in each three times at bat. In fact, his "batting average" for the ten years is approximately 35 hits in each 100 times at bat. Rice interviewed him just after he had batted sixteen times without making one hit and most of it against weak pitching. Cobb was in what is known in baseball columns as a "slump." Rice wanted to know of Cobb what it felt like and then how the player accounted for his slump. The ball-player's philosophy of life and secret of success was summed up in a very brief sentence:

"I haven't tried to account for it but I am going out there tomorrow and knock the cover off that ball or break my back." And then he added, "I used to worry about my hitting but not now; I forget the days I don't hit and look forward to the days that I'll get them."

Some people would say that his "philosophy of success" is concentration. Others might call it unceasing persistence. But whatever it is called, the fact remains that Ty Cobb has won the title of the greatest baseball-player of all time because he has been willing not only to work hard but to work harder than any other man in the same business. A "slump" to this ball-player means nothing to regret but something to get out of as quickly as possible. A failure in one game does not mean to him that he has failed as a ball-player but means only that he must do better in the next game in order to offset it.

Playing ball is Cobb's business and the same rules that he uses with such great success can be applied by every other man to his business. The man who mourns over a temporary slump in business and prophesies further evil decreases his efficiency and his ability to get out of the difficulty. He lacks confidence. He is not playing the game.

He who would play the game must do it today—not yesterday.

### Glenn Mead and His Conspirators



HE fourth Rotary convention, held at Buffalo in 1913, has been definitely fixt in the history of Rotary as the convention of inspiration. It was at this convention that a number of men, who now occupy high positions in Rotary, sprang into prominence. The masterly manner in which Glenn C. Mead of Philadelphia, the second president of the International Association, presided will always be remembered by those who attended the convention. It was at Buffalo also that Frank Mulholland of Toledo, International President last year, and Allen D. Albert of Minneapolis, the present incumbent, took their places in the front ranks of Rotary orators and thinkers and it was at Buffalo that Russell F. Greiner of Kansas City was elected President over Albert and E. L. Skeel of Seattle.

Those who attended the Buffalo Convention have never ceased to remember the charm and tact with which Glenn Mead presided and at the San Francisco Convention those present had attended the Buffalo meeting gave expression to this appreciation by presenting to Mead a very handsome watch at the annual banquet. Past President Mead was not forced to feign surprise. He literally was "knocked speechless" for a few minutes and after the convention thought that his oral expression of thanks was so inadequate that he wrote the following open letter:

To the Buffalo Convention Conspirators:

I use the word "Conspirators" advisedly because Paul Harris suggested it in 1905 before the name "Rotary" had been adopted. Furthermore, the truth about the plot hatched behind closed doors at the convention hall in San Francisco is gradually coming to light. Owing to the fact that I am lean, bald and of pallid complexion, certain sad astrologers have despaired of my health, not knowing that I have never had a sick day in my life.

I now have the written confession of one Daniel Baum of Omaha saying it was positively predicted that when the neatest and most beautiful watch in the world, containing on the back the Rotary emblem with a "dazzler" at the centre, was presented to me before two thousand Rotarian banqueters, I would drop dead; whereupon the said Baum, officiating as executioner and holding the time-piece for the moment, would suddenly become owner of the same and possess it in perpetuity, since title never would have vested in me prior to my untimely demise. Just what the other Buffalo delegates would have done to Orator Baum under these tragic circumstances does not appear to have been clearly worked out in his mind; possibly the deafening salute of the Omaha cow-bells was expected to create sufficient confusion to enable my heir-in-fact to escape.

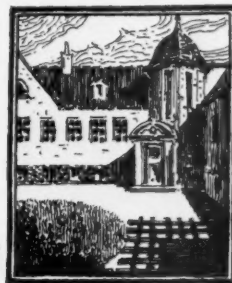
But why speculate? In the din of bells and horns and the sailing of myriads of gay balloons, I have one distinct recollection—and one only—that I grasped the blue plush case containing the watch, firmly and with decision. But at that point my self-possession began to miss and whatever wits I had went soaring ceilingward with the red, white and blue balloons.

It was far and away the greatest surprise of my life; nothing so delightful ever occurred to me before or ever can occur again. The occasion, the friends, the gift all united to supply the finest and best in human sentiment, and although unworthy of it I yet lack nothing in lasting appreciation. My gratitude is truly as great as the surprise was complete and vainly strives to equal the great beauty and inexpressible value to me of your rare gift.—GLENN C. MEAD.

# Neighborhood Centers

## as the Backbone of American City Life

By  
WILHELM BERNHARD  
Chicago



### What Are Neighborhood Centers

**T**HE neighborhood center is one of the vital mediums through which the United States of America will express its highest form of democracy. What is a neighborhood center? Where are they needed? How shall we plan and organize them? What do they mean, to my life, to yours, to everyone's? These are problems every Rotarian is being called upon today to help solve, for the spirit of fellowship that has spread the Rotary wheel in practically every English speaking community all over the globe, is the very embodiment of the neighborhood center idea.

An opportunity to come together, to get acquainted, to make friends, and an opportunity to express oneself, is what a neighborhood center offers. A Rotarian idea it is, a simple truth that has led to success, and has made Rotary what it is today.

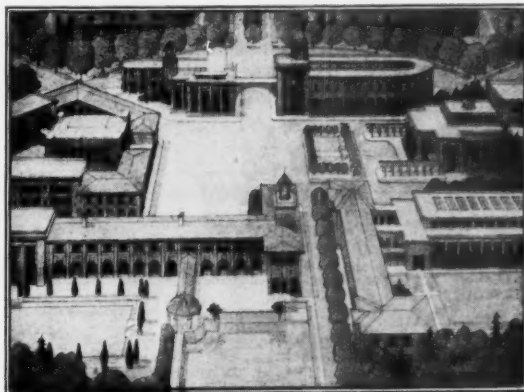
In times full of apprehension for our country's future, such as we are passing thru at present, the necessity is strongly felt to find a medium for unifying and strengthening our national, political and economic life. And what could be a stronger medium for building

up and preserving the National unity of a nation which is the melting pot of the world than organized neighborhood centers whose purpose is to bring the individual citizen into closer contact with his fellow man, to make him a part of a whole? For solidarity in expression is the ultimate goal of a true democracy.

Why for instance are country people today more and more flocking to the cities, which have already a greater burden of unemployed than they can carry? Why are they giving up a healthy out-of-door life for the glare and the noise of crowded streets? You will hear them answer that life in the country is dull, uninspiring, monotonous. It is excitement they want. Man by nature is a sociable animal;

his instinct draws him toward the gathering places of crowds. He wants the essence of life and a neighborhood center is life with a capital "L." It builds up life, it maintains life, and it makes life worth living.

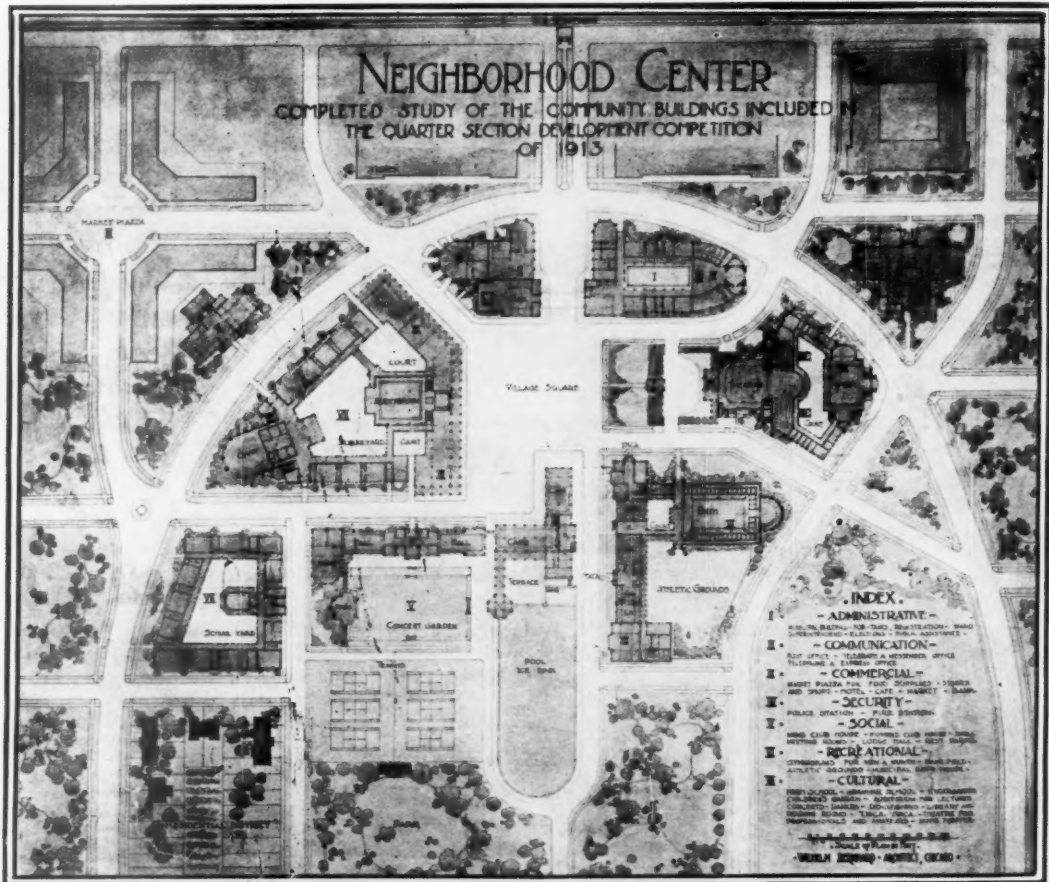
The waste of human material which is caused through the migration from the country to the city can not be stopped until the inhabitants find the means of self expression and self development within their own com-



DESIGN FOR A NEIGHBORHOOD CENTER.  
By Wilhelm Bernhard, Chicago.

The institutions belonging to the neighborhood center are grouped around a square and consist of schools, a municipal building, postoffice, telegraph and telephone offices, express office, fire station, gymnasium, playground and bathhouse, auditorium for lectures and public meetings, concerts and dances, library, men's and women's clubs, theater for professionals and amateurs, moving picture theater, stores, cafe and a bank.





PLAN FOR A CHICAGO NEIGHBORHOOD CENTER.  
By Wilhelm Bernhard, Chicago.

The Neighborhood Center is grouped around a large square with streets radiating from it to the main thoroughfares, leading to Chicago proper. It is essential to plan a neighborhood center so as to separate distinctly the business streets and squares from the residential part of the community and to eliminate as much as possible from the developed tract the thru-running traffic. Close to the square and with easy connections to same will be the market piazza, as the center for food supplies.

munity. Give them a neighborhood center which will organize their social life and will provide them something useful and healthful to occupy their mind.

Lack of recreation and lack of healthy mental surroundings create dissatisfaction and often lead to misery. Give to the people in towns and country a neighborhood center which they can look upon with pride, a neighborhood center consisting of a group of buildings with all the necessary functions to serve as a focus for the social and economic life of the community.

The extraordinary, rapid growth of American cities has shown that the heart of a large city can not adequately serve all the outlying sections of the city; and that minor centers, with all that goes with them to make a community, must be built up in accordance with the growth of a population. The ra-

pidity of growth is one of the reasons why these centers have been and still are being built in a haphazard way, altho with the same expenditure of money and effort they could be made attractive and practical.

It has been demonstrated time and again that it pays for all parties concerned to have the buildings planned and grouped by efficient and foresighted men. We shall have neighborhood centers in the country, in the cities and in the smaller towns. We shall have them in the suburbs of large cities, where the demand is daily growing for independent homes in clean, healthy, sanitary surroundings and a piece of soil for every man to call his own.

The ultimate aim of a neighborhood center lies in its sociological value. The neighborhood center will bring the advantages of a large city to the suburb without any of its



drawbacks. It will be the means of bringing the people into closer relation with one another in social, religious and economic life, broadening and humanizing the spirit of the neighborhood.

The accompanying illustrations show how a complete neighborhood center is successfully worked out. The concentration point for a neighborhood center is the main building or group of buildings which should be planned so as to provide clubs, lecture and entertainment halls, local libraries, polling places, etc., combined with opportunities for out-of-door recreation, playgrounds, gymnasium and swimming pools.

The advantages of having a practical group of buildings concentrated in one place are evident. This method means economy in



**BRENTHAM GARDEN SUBURB,  
EALING TENANTS, LTD.**

An artistic and dignified Neighborhood Center in a closely built up section, with simple lines, but picturesque treatment. The tower emphasizes the social importance of this group of buildings. The streets are comparatively narrow with closing vistas.

building operations and maintenance of buildings, easy access to and concentration of all things necessary for the growth of the neighborhood; and moreover it develops a sense of unity among citizens, a sense of responsibility and interest for the common welfare.

Having defined what a neighborhood center is, its purpose and importance, in the next issue will be explained where neighborhood centers are most needed and where they are bound to grow up in the United States.

Rotarians should be the men to start the wheel rolling in this great movement for building up neighborhood centers all over the country, for it is

only on the basis of co-operation, which we Rotarians have for our creed, that success on a large scale can be achieved.

### **Two Towns With But a Single Thought, Two Rotary Clubs That Boost as One.**

The man who inaugurated the movement by which the International Association of Rotary Clubs became a factor in the lives of business and professional men of the United States and other countries is deserving a monument, and *The Times* believes that a shaft in marble or bronze will be erected in his memory when he passes on, or that some fitting tribute will be paid to him before he wraps the drapery of his couch about him and lies down to pleasant dreams.

The principle of the Rotary clubs is "service," and the result of service of worth-while character is a better realization of the true meaning of the term, "brotherhood of man." No organization of Tampa's history has brought about a better feeling, or done more to draw warring factions closer together, than the Tampa Rotary Club. Tampa and Jacksonville have been rivals for years, and in in-

stances some bitterness has been shown, particularly in political contests. The visit of the Jacksonville Rotarians to Tampa, which was marked by treatment of the most hospitable character, did more to bring the two cities closer together than anything ever done before, and there is no doubt but that greater harmony will exist between Florida's largest cities in future years.

Commercialism and professionalism are represented in the Rotary clubs, but it seems to *The Times* that behind the movement there is also a spiritual power which will eventually pervade and influence the men of all the civilized countries of the world, and also find its way into those countries in which civilization seems to be an unknown quantity.

Long live the International Association of Rotary Clubs and the spirit of Rotary!

—Editorial in *Tampa, Fla., Times*.

### **AS IN ROTARY**

**"Men become strong as they stand together, encourage each other, stimulate each other."**

## Another Reason For Entering Business Life

By Charles W. Hoyt

**I**N TAKING advantage of this opportunity I have one object in mind: That I might present a view different from the one generally held concerning a sphere of activity which has been greatly misunderstood and greatly underrated as an agency for raising men to a higher level in life and for making the world a better place in which to live.

We have entered on the greatest era of development the world has ever known. In every civilized country there is going on a process of readjustment of tremendous scope. We are putting off old systems and forms of thought and are reaching out in our forward step. We are making ready for our next great lesson in the Art of Living. The war now raging is one of the agencies making for political changes so vast as to startle us with their possibilities.

Truly are we living in a most wonderful transitional period. Never was there a time when men thought so deeply for themselves and the great unrest in the world is evidence that men are finding new viewpoints on perplexing problems.

But particularly are we gaining a new aspect of life in that we are beginning to appreciate the wonderful importance of the common things, the every day duties which claim our constant attention. We are blotting out the line which has separated things secular and things sacred. We are fast realizing that work of the hands and mind, when well done, is sacred in a sense heretofore not generally recognized. The truth is dawning upon us that the Great Maker put us in this life to grow and develop through experience that in the end we may attain perfection. In so sacred a mission must it not be that every thought and action which goes to assist in this unfoldment is sacred, and it follows that



Charles W. Hoyt.

all activities which are to help us in our upward march must be sacred if we so regard them.

Are there not many of us who have longed for the time when we could take what seemed a more direct part in assisting our fellows, and who have chafed at restrictions of every-day tasks to be performed out of reach of conditions as we thought to have them? After years of struggling against them and the irritations of delay, we have suddenly realized that the great work of running the world of business, with the complexities of life's relations, is a very nec-

essary part of the Creator's plan and must be done by some one.

The world must be housed, clothed and fed, and he who approaches his task of thus serving mankind in such a spirit has as truly a sacred and holy work as any in the world. Furthermore, this work must be done daily—over and over again—and it is necessary that there be no serious interference with the daily routine. Thus business has grown to be such a tremendous factor in the running of the world that men have often lost sight of or have yet to grasp the fact that it is but a means to an end, the end not being the accumulation of wealth and power themselves, but the development of character and manhood.

Business life is the great testing ground of our hold on the essential virtues or principles of life—honesty, courage, persistence, discrimination, etc.

Theory and Practice are two stages in the cycle of knowledge. We have: First, the theoretical (intellectual) one, in which we become acquainted with the existence of a fact or law.

The second stage is one of activity, during which we put into practice the theory learned and study its actual working out. Only as a law is brought to our attention and practiced can we say that we really know this fact.

If we become acquainted with a law and

NOTE.—Mr. Hoyt, President of the Rotary Club of Galesburg (Ill.), is superintendent of the O. T. Johnson Co. department store.

never seek to try it out we shall be in reality ignorant, but having experimented with it, we know it to the extent of our practice. Thus it becomes a truth to us, and what we call truth is simply those facts we have proven for ourselves. What do we care as to authority for great truths that cannot concern us. We must prove them for ourselves if we would earn the right to claim them as our own.

*So the great truths which have been reiterated to us time and time again, as the guides of life, are the conclusions reached from experience by others.*

*They are only real to us as we put them into practice in our daily lives, and the greatest battlefield is that of business, where temptations to take advantage of our fellows are greatest, and where courage and knowledge of men and things are most necessary.*

It is with great pride we point to the many institutions in this country which have a wide reputation for fair dealing and honest business methods. Business honor and ambition have reached such a high standard in these days that it is not unusual to find great men as heads of organizations, men who have caught the idea of service to mankind which is to be a prominent Principle in the coming age of Brotherhood.

The age just closing has had as its keynote Individuality, the development of the individual one against another through competition. The ability to stand on one's own feet could come only in this manner, and it has served well its high purpose. In the new age, Unity is to be the keynote and guiding principle—the binding of the developed individual parts into the whole. Thus "co-operation" is our watchword.

We are learning the lesson that the world must be a better place for all of us to live in if it is to be well for any of us.

We are realizing theories long held, that in the complexities of business and social life no man can be absolutely alone or exclusive, and that an action of ours affects our neighbor as well as ourselves. So to protect ourselves we must protect our neighbors, and that which truly benefits us includes our neighbors.

The reformation of the world will come largely through business channels, for it is here we practice the principles so long held. The world is just as good as it knows how to be. The great majority are slowly groping their way forward, and when they find the higher ideals practical they will adopt them, but, being in advance of their conception of

truth, they do not believe it possible for them to practice in their particular circumstances.

What the world needs is not more preachers, but more examples. Men are wanted who, having a firm hold on the great principles of life, can go down into the thickest of the fight and strengthen their fellows by their example and help them to prove these precepts for themselves. Thus in the complex affairs of our daily life, and particularly in business, do we find splendid opportunities for the development of real manhood. There is a law in physics that there can be no accumulation of power without friction. We accumulate power to do by overcoming the obstacles in our path. When we are gripped by a firm resolve to win every obstacle is a challenge.

Tell me where could we so well learn the lessons of life as in the midst of men and their activities? Where could we learn the lesson of honesty so thoroughly as in a condition where the exercise of this principle was possible? If we had no chance to experience the results of both honesty and dishonesty, how could we grow into the knowledge that honesty has the greater reward? How would we develop patience had we no circumstance to try it? So we may go on down the list of virtues.

Experience is the basis of knowledge. If we are to gain strength to stand alone, we must begin by standing alone and falling and getting up again and again. That deeper part of ourselves beyond the turbulent surface says: "Never mind, go-on, go-on, go-on." There is no such thing as failure.

Every effort makes success the nearer. The only man who fails, and then only for the moment, is he who is afraid to try. We do not go to the hot house or sheltered nook for timbers of tremendous strength, but to the mountain side, where the storm and stress of the wind has hardened the fibres of the trees by continued battling until they give their strength to the very trees so forcibly assailed.

The greatest blessing to be bestowed on a man is to give him the opportunity to exercise his powers to the utmost. The virtue of all effort is in the increased ability to do—not in the particular result obtained.

Thus in our struggle in a busy life, in meeting the conditions of the moment, we grow constantly in our increased ability to do.

Business life might be called the gymnasium of the soul. Here we see most quickly



the results of good and bad methods with great trials of strength, patience and keen sense of values.

There is always hope for the man who is doing something, whose activity keeps him alert and keen. The inactive man has no place in the business life of today. To be successful today, a man must be on the job every minute, and the price is not too high, considering the great rewards in the way of increased judgment, discrimination, courage, etc.

But the greatest opportunity in this field of activity is to put into operation the New Age Idea of Brotherhood—co-operation, which is but the expression in physical and mental realms of the spiritual law of the positive relationship of every man created. This law is absolute, and so dominates our actions that those who have in mind only their own interests are bound to recognize it in the end. How wonderful is such a law, that even those who deny its existence and seek to benefit only themselves are forced at last to recognize it in their attempts to succeed.

It is true that there are many organizations whose heads have not this broader vision, but they are in truth, perhaps unconsciously, carrying out this principle of Brotherhood, in some degree, in order that they may achieve the success they desire. The greater exercise of care for the health and conditions of workmen and the strict adherence to acknowledged principles of justice and fair dealing may not always be from a philanthropic or humanitarian motive, but because better results are obtained. Even though this is not the highest ideal, yet it is a step forward, and gradually these captains of industry will be led on to higher ground by strict adherence to the most progressive methods.

However, we have no right to judge these men, as we cannot truly know their real motive and we are glad to think that there is some good in their reasoning, even though they lay no claim to such.

The entering of women into the field of business has been one of the factors in lifting business life to a higher plane. Wherever women have taken up work in an organization there has been a decided improvement in the manners and appearance of the men.

The refining influence of women may account for the wonderful steps taken by modern business to adjust itself to the new ideal. Woman's entrance into the business world is not a menace, but a blessing in disguise. We

are being transformed into a woman's world by reason of the growing adherence to the ideals of women. There is scarcely a large store or factory of any consequence which does not have a system of increasing the efficiency of their employes, who are indeed their fellow workers representing the firm to the public. Nearly all have welfare clubs, vacation outings at full pay, savings accounts, libraries, social clubs, profit sharing, store papers, entertainment features, annual banquets, etc. In fact, the idea of the family prevails, and great emphasis is laid upon the good feeling between employers themselves and with employes. The spirit of co-operation and loyalty is highly prized and appreciation shown.

Men and women of highest character and ability are welcomed in progressive stores, and those ambitious to rise out of their present condition find such work a real chance for development. Greater efficiency is the watchword and "improvement, every one, every time" expresses their constant aim. Conditions under which work is carried on are all the time improving. Among the most advanced merchandisers of the day is one central thought in the carrying on of their business. One aim which is the only justifiable reason for their existence—Human Service.

No institution can possibly survive in the new era, which does not in some manner seek to assist men to solve the problems of life, the Great Adventure. This applies to religious organizations as well as those social or industrial.

In any field of endeavor the institution which renders the most assistance to men in a practical way will be the greatest influence in the world and will reap its greatest reward. The church, the college, the business fails to exert or loses its influence in the degree that it overlooks the every day needs of mankind.

Circulation is the greatest law of the universe. It is not only more blessed to give than to receive, but it is absolutely imperative that we give in order to receive.

No man or institution can long remain a reservoir without an outlet. We must be channels through which mankind can be assisted. When we realize that every fellow that we meet is on the same job, as we ourselves are, learning the lessons of life, we will extend to him the hand of fellowship and encourage him to push on through the rough places over which we have come. There is no institution of such vital importance to men under present conditions as the business of



producing and distributing merchandise to supply our daily need.

Think of a condition wherein all stores and factories were eliminated without warning, and we are paralyzed at the picture. Men must have food and protection, and in our complex civilization we cannot all be producers of these necessities. Hence there is no field of activity which plays such a tremendous part in the lives of men as does that of Service to Mankind through the production, collection and distribution of merchandise.

The most common and most recurrent problems of life have to do with the satisfying of bodily hunger and protection, and those things which go to make life livable, and these must come first in order of attention. The development of the spirit and mind come after and along with the physical demands. Thus the business of producing and distributing merchandise can well lay claim to having exceptional opportunities for being a powerful influence in the world today. Furthermore, it offers to men and women a most favorable profession, wherein they may develop character and real manhood and womanhood in addition to a source of income.

It is impossible for men to keep away from

its influence, and from the time we are born until we pass on we are continually affected by the composite policy of the business interests of the community in which we live. In conclusion we declare that this sphere of activity, which for ages has been looked upon with suspicion and distrust by many is in reality one of the greatest factors in our life and is capable of being used for the promulgation of principles which will help men to take their next step forward in their upward march.

There is no field so promising for men and women of noblest character and highest purpose—men and women who are endeavoring to take a large part in the world's work, where they can so assist their fellows. There is no place where men and women of great strength and purpose are so much needed as in the midst of business life. There is no school where the principles of life can be so well learned and taught.

## The Rotarian's Business Creed

|| *This Creed was originally printed for the members of the Glasgow Public Speaking Clubs, and figures prominently on the walls of many offices whose occupants were members.* ||

I believe in the divinity of work.

I believe in the unlimited power of the mind.

I believe in the ultimate triumph of truth.

I believe in the Golden Rule as a practical business principle.

I believe in the supremacy of right thinking.

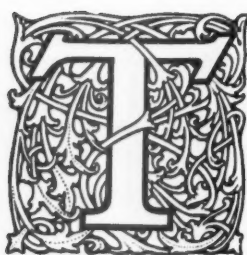
I believe in co-operation, brotherhood and human service.

I believe in every man's right to freedom, happiness, and success.

# From Little Beginnings

## *Burroughs, Master Enthusiast*

By David E. Perkins



THE pages of history are dotted with names of men who have been emancipators—men who have fought and preached and written to make their fellow men free.

But the men whose self-appointed task it is to record the events which make up our history pay scant attention to those men of genius whose mechanical inventions have brought about revolutions which have changed the political countenance of the continents. When all the evidence is in, and when credit is given to those Master Mechanics, it will be found that they have won places on a par with philosophers, preachers and prophets.

To Hargreaves, Arkwright, Crompton, and Cartwright, the inventors and improvers of 1770-85 is due the great industrial revolution brought about by the introduction of the power loom into the spinning and weaving industry of England. Misery followed in the trail of these inventions, just as misery has often stalked in the train of men who formulated philosophies and creeds. They brought about a period of adjustment. A child could do the work of a dozen men, and to the lust for money untold thousands of children have been sacrificed.

Upon the heads of the inventors this burden of guilt does not rest, any more than upon the memory of Christ rests the countless infamies that have been perpetrated in His name. But to them belongs the credit of giving to the world machines which can take the place of men, allowing men to work like men instead of like slaves—or which would give them this privilege could some great spirit arise capable of adjusting the differences of Capital and Labor.

NOTE: Talk made before the Rotary Club of Oakland, of which Mr. Perkins is the adding machine member.

These men were Emancipators: Watt who invented the steam engine; Franklin who brought down the lightning which Edison has harnessed—but why enumerate those who have given to men machines which have meant more freedom. The list is long.

There is one whose achievements I would here relate. I want to pay a tribute to William Seward Burroughs.

There never yet was born a Great Idea unless some strong man mated with Enthusiasm. No great task was ever completed except by a man who lost himself wholly in his work. Such a man was Burroughs, and it was to his unfaltering faith in his ability to produce a machine that would relieve thousands of clerks of drudgery, and which would do the work of handling figures infinitely better than any clerk could possibly handle them, that we have the Burroughs adding and listing machine.

Genius is truly democratic. It is as likely to break into a hovel as into a mansion. When it went after William Seward Burroughs it found him in a humble home in Rochester, New York, where he was born January 28, 1857. His parents were poor and there was nothing to do but work. His father had watched bankers and had noticed that most of them were well fed and well groomed and that most banks looked prosperous. Parents have always exercised the right to choose a career for unsuspecting children but it isn't often that a father unwittingly plays such an important part in laying the foundation for a son's career as did the elder Burroughs.

William became a bank clerk in Auburn, New York. (I have been in this bank, a little red brick building on the corner of Genesee and Second Street. I also had the pleasure of knowing the cashier several years ago who was a friend of Burroughs.) Here he learned that nine-tenths of the work done indoors by men had to do with figures and that most all of this work was addition. He also found in his daily work of handling



*Becomes a Bank Clerk.*

figures one-half of his time was spent in guarding against errors and most of the other half was spent in hunting for errors that he, somehow, had been unable to prevent. Therefore, only about one-quarter of his time was spent profitably.

Then was born the idea of a mechanical adding machine. To hasten the growth of the idea either the inside work, or the worry over his unruly army of figures, broke Burroughs' health, and it was necessary for him to engage in some wholly different occupation. He determined to develop his idea.

From Auburn he went to St. Louis and found work in a machine shop where he learned many sides of shop work—the practical, tested methods of doing things. He was not content with his day's work in the shop. From there he went to his room and worked at the task of roughly putting on paper the parts of the adding machine which he saw perfectly in his mind. He studied far into the night, denied himself sleep and only when his head dropped on his breast, went to bed.

All men who have rendered the world a great service have had to toil and suffer. No one can understand the weary days, the heart aches, and the bitter disappointments of those who have attempted to change the minds of the millions, except those who have tried.

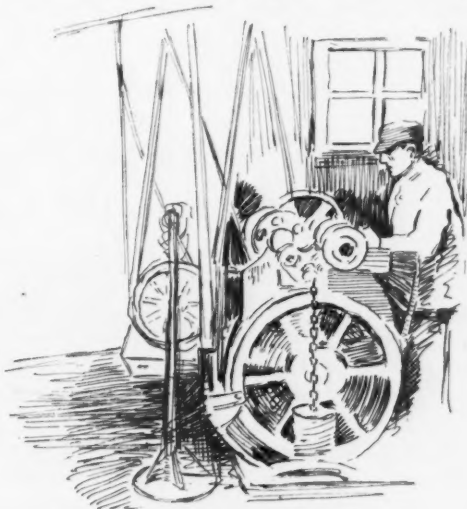
Burroughs loved the machine better than the dollar; money to him was so much chaff, except as it enabled him to perfect his machine. Over two hundred thousand dollars was spent before the first machines were put on trial and those machines did not work. He did not want to put them out but the stockholders insisted. He knew the machines

were not ready. The machines were perfect in the sense that a piano is perfect. A true artist can secure perfect results. Burroughs himself could secure perfect results with his machine. He knew just what kind of a stroke to give the lever—not too fast or too slow—a steady, even pull—but the machine had to be made "fool" proof. For weeks Burroughs lived in disappointment. But he would not quit. To overcome the last obstacle he labored alone in his shop for three days and nights scarcely pausing for food or rest. No one dared disturb him. Everyone somehow sensed that here was the last great fight.

Burroughs won. He worked out a practical mechanism to control every stroke which the operator applied with the lever, governing each function of the machine and the manner of its operation regardless of the inexperience, carelessness or violence of the operator. The device which accomplished, and still is accomplishing this feat, is called the Burroughs automatic control.

Then he took up the great task of securing capital to manufacture machines in quantities, as all the resources had been exhausted in experimental work. He succeeded in raising some additional cash and Joseph Boyer, now president of the Burroughs Adding Machine Company, in whose shop the work had been done, was commissioned to build one hundred machines. The first approved machines came from the shop in the summer of 1891, but success did not come immediately. The public needed education. Before the public would purchase an educational campaign must be waged—this is another matter.

Like Edison, Burroughs lived to enjoy



*Finds Work in Machine Shop.*

some of the fruits resulting from the materialism of his dreams, but the inventor did not enjoy his prosperity long. At 25 he had left the bank almost a physical wreck. The energy he used up in a year was equal to that which would have served three ordinary men—men not afflicted with an almost fanatical enthusiasm. He died in September, 1898.

The great plant at Detroit stands as a monument to one of the master mechanical minds of all ages. The Burroughs Factory is a temple erected to Enthusiasm.

In conclusion I want to read a poem by Joaquin Miller:

### To a Great Inventor

*Give honor and love for evermore  
To this great man gone to rest;  
Peace on the dim Plutonian shore,  
Rest in the land of the blest.*

*I reckon him greater than any man  
That ever drew sword in war;  
I reckon him nobler than king or kahn,  
Braver and better by far.*

*And wisest he in this whole wide land  
Of hoarding 'til bent and gray;  
For all you can hold in your dead cold hand  
Is what you have given away.*

*So whether to wander the stars or to rest  
Forever hushed and dumb,  
He gave with a zest and he gave his best—  
Give him the best to come.*

—Joaquin Miller.

## Oakland Club Seeks One-Sentence Definition of Rotary

**ROTARIAN HARRY C. SCHROEDER**, Chairman of the Publicity Committee of the Oakland Rotary Club, is responsible for a movement to inaugurate a contest for the best one-sentence answer to the question "What is the Rotary Club?" After the San Francisco Convention, and acting in his position as Chairman of the Publicity Committee, he started out to "start something" and asked many who attended the convention for a short answer to the question. The answers were such as to suggest the advisability of getting all members of the club interested in securing the very best possible brief reply to this question. The club may offer a silver loving cup for the best answer.

"Many definitions given by our Rotary philosophers," says Chairman Schroeder, "are not prepared with a view of interesting the average non-Rotarian with only a casual interest in the club. It seems to me that we

should have something in 'written so that you can understand it' style which can be readily remembered. I am not unmindful of the fact that it is difficult to form a short simple definition for such a comprehensive subject but see what has been done with that much abused word 'Efficiency.' In the last analysis we learn that 'Efficiency is the art of attaining the highest percentage of results for a given effort.' Who knows but what some Rotary genius may flash something as brief and comprehensible and satisfying as that or this definition of transportation which I think was given by Jas. J. Hill—"The problem of transportation is to take things from where they are plentiful to where they are needed."

"If we can encourage a few hundred Rotarians, philosophically inclined, to do some thinking on this subject and agitate it the effort will have been worth while."

## Why Weren't the Small Cities Represented at the Convention?

The following statistics have been prepared by Past International President Russell F. Greiner, showing the representation of Rotary clubs at the San Francisco convention, according to the size of the cities:

Cities of 25,000 or less—Total 24, Represented 9, or 37½%.

Cities of 35,000 to 50,000—Total 53, Represented 38, or 71½%.

Cities of 50,000 to 75,000—Total 18, Represented 15, or 83⅓%.

Cities of 75,000 to 100,000—Total 16, Represented 12, or 75%.

Cities of 100,000 or more—Total 59, Represented 57, or 96⅔%.

Now what is the explanation? Were these clubs lacking in representation because of the limited population in the towns wherein the clubs are located or is their non-attendance due to the fact that the majority of these small town clubs have been but recently organized? Or is there some other reasonable explanation of these peculiar statistics?



# The Origin and Development of Law

By A. D. Armour, Esq.



R. CHAIRMAN  
and Members of  
the Rotary Club of  
Toronto:

This is to be a talk about law, and because that is as large a subject as one could well choose, I am going to confine my observations to, firstly, what law is; Secondly, how law arose, and then, because I have heard so many business men say that if we could do away with law and these lawyers, and let a few of us business men settle each other's disputes, we should be much better off, I want to show you that law has not been forced upon you by some supreme power, but has been, and always will be, the invention of and the expression of the will of the people themselves.

To start with, let it be understood that law is not a code of rules imposed by a sovereign power, but arises of necessity from the effort of the human race to live together in harmony and to preserve the life, liberty and property of the individual.

As there are two men in the world, the necessity for law arises. Were there only one person on the earth, such a thing as possession could not exist. But as soon as there are two inhabitants, then one of them can own or possess something that the other may want, and so the law of property immediately springs into existence. If he who desires the property of the other is to have it, he can only obtain it by violence, which will be repelled if possible by the owner, and so the law of crimes arises.

Perhaps you think that the word law is not properly applied to what seems to be the exercise of purely natural instincts, but you must remember that law arose from these instincts which led human beings all over the



A. D. Armour, Esq.

world to defend their own possessions and guard their persons from violence. In the early stages of society such laws did not take the form of statutes or maxims, enforced by courts or rulers, but were customs which had gradually grown into general recognition and were enforced by violence. If we admit the origin of law to have been the actual needs of people brought into contact with each other, we can see the force of Blackstone's remark that, "The law of nature being coeval with mankind, is superior in obligation to any other. No human laws are of any validity, if contrary to this."

As the tribal idea took root in the world, these ideas of protection of the property of the individual and his liberty against others, and of the rights of the tribe against neighboring tribes, grew into certain customs or conventions common to all the inhabitants of a particular region, and the individual or tribe who would refuse to recognize them, must be able to maintain such a position by superior force. And so we find that no law has at any time had any validity unless it has the sanction of this physical force. Even in modern times our laws are enforced in this way, by means of police, court officers, military organizations and even by mobs or lynching.

Having dealt to some extent with the origin of law, let us see if we can define law itself. It has been defined as "A rule of civil conduct prescribed by the supreme power in a state commanding what is right and prohibiting what is wrong." Now this definition is well enough if we give the true value to the words composing it, and not otherwise. What is the supreme power in the state? And there is only one answer to that question—physical force. A chief became the ruler of his tribe because he was the strongest and most able warrior in it, and could rule only so long as he could maintain his supremacy. A modern monarch owes his position merely

NOTE: An address delivered before the Rotary Club of Toronto, of which Mr. Armour is the Barrister-at-law member. From the photograph furnished it appears that Rotarian Armour is a military man as well as a Barrister.

to the will of his subjects, and examples are not wanting of monarchs being deposed by the people who were dissatisfied with them. The latter half of the definition seems to suggest a moral code. Now law is not a moral code, and never has been. We have seen that it arose merely as a protection against violence. Moreover, there cannot be a code of morals, unless there is a recognition of right as distinguished from wrong. There cannot be a wrong, unless there is a law. So that however close a relation they bear to each other, we find that law antedates a moral code. I have spoken before of the gradual acceptance by the world of certain well-defined conventions. The most startling example of this is the story of Cain. After he murdered Abel, there was a mark placed upon him so that he would not be killed, and all the world would recognize him as a murderer. This is not so much a proof of a moral law imposed by a supreme being, or inherent in human nature, as a sign of a well-known law against murder recognized by the world at large.

We find, then, that a more satisfactory definition of law is: Rules of conduct intended to establish justice, to promote general welfare, to secure the blessings of liberty, and to protect the persons and property of all members of the commonwealth from violence; provided that such rules of conduct can be maintained and enforced.

As a nation matures, we find law more and more the creature of the people. This can best be seen by a reference to the history of England and its constitution, from which is derived our own Canadian constitution. For a long time after the conquest the law of England was purely feudal, and had to do, for the most part, with land only. The barons held their lands of the king and in return rendered him service by supplying him with troops and arms and such personal services as were fitting for a nobleman to render. The serfs or peasants were regarded and even treated as chattels, and played no part in the political life of the country. The barons, however, controlled the king, so much so, that there never has been an absolute ruler of England. The struggle between the kings and barons finally resulted in the famous Magna Charta, which forever established the supremacy of Parliament. So great is this supremacy that even the prerogative of the Crown can be added to or lessened by Parliament. Perhaps before I go further, I had better explain what this prerogative is. It

is the residuum of governing power left in the sovereign, after the assumption by Parliament of control of all those matters which it deems advisable should be regulated by the people themselves or their representatives. The example most familiar to us is the power of pardoning a criminal after he has been convicted and sentenced by the courts of the land. It was formerly exercised by the king himself, and his authority was evidenced by the production of a ring or some token known to belong to him. It is now exercised by the King-in-Council by means of a written order under the Great Seal. You will easily see, therefore, that the extent of this residuum is wholly within the will of Parliament. This doctrine has been carried so far, that His Majesty's Privy Council have decided that where the right of self-government has been given to a Crown colony, the Crown has lost its prerogative to regulate the government of that colony by Orders-in-Council.

Two new classes gradually grew up in England, owing to the development of architecture and other arts, and the spread of wealth amongst those classes. These were classes composed of merchants and artisans. The merchant class speedily became powerful because they acquired and to a great extent controlled the wealth of the country. Both they and the artisan class were banded together in trade guilds, which obtained great power in the cities. Certain guilds had especial privileges of their own within the walls of the cities where they were established, and with their own trained bands took over a large portion of the policing of these cities. The formation of these classes provoked a new struggle between the king and the nobles on the one side, and the common people on the other, the king and barons striving to maintain their supremacy over the lower classes, and the lower classes endeavoring to protect their wealth, rights, and even their persons from the rapacity and violence of their superiors. Out of this struggle arose many laws which are now daily invoked.

In some of the counties in England, there is a curious rule of succession to land on the death of any ancestor, called Borough English. By this rule the youngest, instead of the eldest son inherits. This custom was the result of a right formerly exercised by the feudal lords when there were marriages within the demesnes of the manors and the rule of succession was adopted to make it more certain that the lands would descend to the blood heirs of the ancestors. There is

another rule of succession to land which seems traceable to the merchant class. In Scotland and some other countries, a father cannot absolutely deprive his children of their right to succeed him as heirs. This rule was considered to be against the policy of England, because it not only rendered children disobedient and rebellious, but had a tendency to defeat creditors. A man might secure any amount of indebtedness by charging his land, and then after his death his heirs would insist on their share independent of and to the exclusion of his creditors.

All of you know, or should know, what a bill of exchange is. Though it is one of the commonest of legal documents now in use, it does not often occur to one that its invention was attributable to that very violence we have noticed before today. Those of you who remember your *Ivanhoe* will remember a very simple expedient to obtain money.

When times were hard at the castle and good in the town, the lord of the manor would send for some rich merchant or money lender, and having drenched him in oil, would roast him slowly over the fire, occasionally extricating a few teeth.

This generally had the desired effect. Or it might be heard that a merchant was forwarding a large amount of money to some other part of the country. If possible, the lord's retainers would be pretty sure to possess themselves of that money either on their own behalf or on behalf of their employer. It was to avoid loss in this way that the bill of exchange was invented, and its purpose then was the same as its purpose now, to transfer a debt from one place to another. Once the document was invented, new uses and customs in connection with it were readily suggested by convenience, and so we have the very beginning of the law-merchant and the banking laws, invented by the people themselves.

As these customs became widely known and recognized, they were not enforced by the courts of the land, but by popular courts composed of merchants and mariners, called piepoudre or pie-powder courts. These were held in fairs on market days. These courts assumed to have jurisdiction not only over contracts and matters arising within the

realm alone, but over matters which are now dealt with by the admiralty courts. The common law courts of the kingdom being very jealous of their own rights and dignity, soon attacked, first the admiralty jurisdiction, and secondly the jurisdiction as to the law-merchant and trade usage. Finding a large body of customs generally recognized and convenient for use, the courts decided that what was a general custom must be the law, and adopted these customs practically in toto. In one case Lord Campbell is reported as saying, "I am of opinion that the general lien of bankers is part of the law-merchant, and is to be judicially noticed—like the negotiability of bills of exchange, or the days of grace allowed for their payment. When a general usage has been judicially ascertained and established, it becomes part of the law merchant, which courts of justice are bound to know and recognize."

In modern times we find the influence of

the people not only in the construction of laws, but in the modification of laws long existent. The most striking example is perhaps the giving of the suffrage to all men over twenty-one years of age, instead of only to land owners, people who, as it

**WE FIND**, then, that a more satisfactory definition of law is: *Rules of conduct intended to establish justice, to promote general welfare, to secure the blessings of liberty, and to protect the persons and property of all members of the commonwealth from violence; provided that such rules of conduct can be maintained and enforced.*

used to be said, had a stake in the country. We notice, too, the lessening in severity of punishments for crimes. Formerly any one convicted of a felony was punished with death. A man was hanged for stealing a loaf of bread, and hadn't much opportunity for appeals or new trials. There has also been a great change in the game-laws. Contrast the position of a man paying a fine of \$100 for shooting a deer out of season with that of an unfortunate yokel left nailed to a tree by the ears for killing a royal stag.

Perhaps the greatest change in the law brought about by the people is the legislation of different kinds which recognizes the altered relation of capital to labor. The trade guilds were intended by their members to protect those engaging in a particular trade against each other, and outsiders not fitted to engage in it. A man's right to belong to a guild depended upon the standard of excellence to which he had attained in his work. A fellow-craft could not do the work



or draw the pay of a master, and an outsider could not engage in the trade at all unless duly apprenticed. The modern trades union has nothing to do with excellence of work—it is intended as a protection of labor against capital, as a weapon of offence or defence in the hands of the employees against the employer. Yet it has the sanction of law in almost every country in the world. Take the Workman's Compensation Acts. Formerly, all an employer had to do was to provide work and wages. The workman was said to take the risks of his employment—if he didn't want to get hurt, he could engage in another trade. It seems very probable that when the result of the deliberations of the commission now sitting is known (and modern decisions seem to trend in the same direction), it will be found that every employer is an insurer.

The British constitution is made up of both unwritten law, known as the common law, and written law or statutes. It is a maxim of our law that every wrong must have a remedy, no matter how hard that remedy may be to find or apply. And when that remedy is not apparent, it is the duty of legislators representing the people, to cure the disease in the common law by the necessary statute. The difference between this unwritten law and written law has been ably pointed out as follows: "Unwritten law consists of those rules and maxims concerning the persons and property of men which have obtained by the tacit assent and usage of the inhabitants of this country, and have the same force and authority as Acts of Parliament; and the only difference between the two being, that the consent and approbation

of the people with respect to the one, is signified by their immemorial use and practice, whereas their approbation of and consent to, the other, is declared by Parliament, to whose enactments every member of the community is considered as a party.

Law being the expression of the will of the people, it therefore follows that there must be some difference between law in the abstract, which obtains all over the habitable portions of the globe, and what is known as "the law of the land," as worked out in each separate country. Let me define the law of our own land as distinct from law generally,—it is intended to secure the individual from the arbitrary exercise of the powers of government unrestrained by the established principles of private right and distributive justice. I have suggested before that it is often the practice to inveigh against the law as unjust, inadequate, or impracticable. May I say one word which I think is peculiarly applicable to this country, where every one is engrossed in his own calling or pursuit, and no one gives much thought to the common weal. To the modern Mr. Bumble, who says that the law is an ass, and stops there, I say that he convicts himself out of his own mouth of a grave offence. I have tried to show you that law is the expression of the people's will. If a law is unwise or unjust, or has been rendered useless or even, perhaps, ridiculous by the development of civilization, there is a constitutional method by which any subject may take measures to have it amended. The man who knows of such a state of affairs, and does nothing, is not only regardless of his privileges, but is untrue to his duty as a citizen.

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**T**HE great hope of Rotary is that it is constantly growing. All growth is change but the root of a thing that grows remains the same in substance. What, now, is the root of Rotary? I think it is to be found in freedom—freedom for relaxation, freedom from business rivalry, freedom to learn, freedom for spiritual expression. Men in Rotary will never agree absolutely as to Rotary but I think we can eliminate unnecessary disagreement and avert most of the troublesome differences of opinion if we will think more of the root of Rotary and less of its branches.—ALLEN D. ALBERT, Minneapolis, Rotary Club.



# Hunting in the Wilds of Maine

By Carson W Masters



IT IS well known among sportsmen that a prolonged trip into the woods breeds good fellowship and a self-sacrificing spirit, and that the men who make these trips usually are men of merit and unflinching courage and well worth knowing.

When you decide to go in for big game, whether in the wilds of Maine or any other "wilds," let me say first of all, the enterprise will require considerable planning. You must be well equipped with clothing and hunting accoutrements. Arrangements must be made long in advance in order to secure the proper accommodations by the time you are ready to start. Hunting clothes must be selected well in advance, and the question of guns and ammunition is all important. This equipment, when properly selected, will help you to get some game, if you know how to handle it, and in extreme cases may save your life.

Next in importance is the securing of thoroughly reliable and trustworthy guides and the proper location of your camp. So far as the guides are concerned I have always been exceptionally fortunate. The chief guide of my party for years has been Walter J. Swett, who is not only skilled as a pilot in the woods

but is a man among men. He is a woodsman whose knowledge of nature is unsurpassed, and his ability has been recognized by his Commonwealth thru appointment to several important offices; one as fire warden for several counties and the other as game warden.

We leave Allentown at 8 a. m., arriving in New York City at 11, allowing us time for lunch before taking the one o'clock train for Boston and arriving in the Hub at six the same night. Here on all my trips I have been joined by Lewis Eppel, my brother-in-law and secretary of the licensing board for the city of Boston, and a sportsman who has spent many seasons in the Maine woods.

Leaving Boston on the Boston and Maine Railroad at 10 o'clock the same evening, via the Portland and Bangor and the Bangor and Aroostook Railroads, we arrived the following day at 1:30 p. m. at a place called Masardis. Here we secure our licenses and are met by Mr. Swett and proceed by team to a place called Ox Bow, a distance of fifteen miles. The cost of a license to a non-resident hunter is twenty-five dollars, and it permits the hunter to "take out" one moose, two deer, one bear, ten partridges, ten woodcock and fifteen wild ducks—if he can bag them.

Here the night is spent with John McLean and family, an enterprising man of affairs living in the heart of the celebrated Maine potato district. On Mr. McLean's farm I

NOTE: Mr. Masters is a charter member of the Rotary Club of Allentown, and one of the proprietors of the Hotel Allen.

have seen five thousand barrels of potatoes, each containing two bushels and three pecks. Mr. McLean is also a lumberman on an extensive scale; he employs about one hundred men and forty teams and cuts about three and one-half million feet of lumber a year.

The people of that section are rich in agriculture and lumber. They are quiet and reserved, but candid, hospitable and reliable, making their friendship well worth having.

Changing to our hunting garb at Ox Bow the next morning, we are off for our camp, located at the head of Umcoleus Deadwater, twelve miles off, a trip which has to be made on foot. There is no road, but only a trail over ridges, through swamps, bogs and thickets, and the camp is appropriately named the "Lonesome Pines." To reach here means a full half day's hard journey, which is followed by a "drag" carrying our baggage and provisions. The afternoon is devoted to the setting up camp and the necessary preparations for the start the following morning. Sometimes, in the absence of fresh meats for a day or two, someone in the party may be lucky enough to shoot a deer. Through the kindness, however, of a neighboring guide, our party is fortunate enough to secure meat at the end of the first day out.

The weather changes are frequent and severe. Last year the weather was more severe than any we had ever experienced. On the second day out a heavy snow fell followed by a dense fog. Next came a heavy rain and then severe cold, the thermometer dropping to ten below zero. One day it was so cold that we were obliged to build relays of fires in order to escape freezing before reaching camp.

On all my hunting trips my companions as well as myself have been fortunate enough to shoot our quota of deer and other game allowed by law, although the bagging of a deer entails considerable effort. They are astonishingly wary, and even if hit are not always bagged. In the language of Theodore Roosevelt, "the red deer is the most difficult game to hunt." You get these deer at various ranges, and they will frequently have to be shot running. Even if fatally hit while standing and at close range they will run from one hundred to five hundred yards before falling, and the finding of the carcass becomes a difficult matter, especially when there is no snow on the ground and little bleeding. Deer are dressed and left hanging

from trees where they fall, and not taken into camp until the carcass has stiffened, when it is more easily handled than when first shot. The birds are also bagged by means of a bullet, and it is surprising how well you can shoot with a rifle when you have nothing else.

Camp life is very interesting. After a day's hunt, we return to camp tired and hungry. The first one in chops the wood, starts the fires and proceeds with the evening meal, which usually consists of venison steak, hot biscuits, potatoes and tea. After tea pipes are lit, and the washing of dishes attended to, the "bunks" arranged, and by 7:30 everybody is off to bed to "sleep the sleep of the just." Up again by 5:30 in the morning, a hurried breakfast, packs filled with tea, cold biscuits and raw meat to be fried in the woods unless you happen to bring down a partridge in time to be prepared for the noon lunch along some stream where the fire is built and the noon day lunch prepared.

The boiling of the kettle of tea forms one of the most important items for this midday lunch in the woods. After this lunch the hunt is resumed, and we return to camp about dark, when the camp ceremonies of the night before are repeated.

One of the interesting incidents which occurred in camp was late one afternoon. A great commotion attracted our attention, and upon investigation we observed in the distance a big flock of wild geese. The four of us in camp at the time quickly secured our rifles, firing several volleys into the flock. One of the geese came down in the water quite a distance off. Our guide jumped into his canoe and retrieved it. The goose measured from tip to tip of the wings five feet and six inches, and weighed a little over ten pounds after it was dressed.

We measured the distance of the shot and discovered that it was over nine hundred yards; the flock, according to his best judgment, was three hundred feet above water. This "bird" furnished one of the most delightful meals of the camp, while its pelt was taxidermatized and now occupies a place among the rest of the trophies of this hunt.

After a ten days hunt we break camp and start on the return trip for Ox Bow through two feet of snow, with six deer and twenty-four partridges, together with the benefits of a season of life-giving recreation and sport which will linger long in our memories.

That man is most original who is able to adapt from the greatest number of sources.

—CARLYLE.

# Duties and Responsibilities of the Rotary Club Secretary

By E. R. Kelsey

**I**N REVIEWING the recent secretaries Round Table at the San Francisco convention, I trust I can bring home to all of you many of the important points there brought out and also many things I have learned since I have had the honor to serve you.

I trust your reception of this paper won't meet the fate of a friend of mine who recently talked at a Sunday meeting of the newsboys here.

You have to be the goods to hold the attention of 1,200 kids and my friend talked at random to the gang about being good and growing up to be president—and all that bunk—and just as everyone thought and hoped he was through, he reached in his pocket and pulling out a long speech said, "And now, little gentlemen, with these few cursory remarks, I will read you the paper I have prepared."

That was more than one bright-eyed ragged little urchin could stand. Spying his friend John E. Gunckel standing in the wings, he hollered at the top of his voice: "Say, Gunck, put de hook on this guy, will yez?"

In the first place I wish to state as emphatically as possible that in my opinion the secretary is by far the most important official of the club. In this the secretaries present at the Round Table naturally agreed with me. I suppose the presidents at the Round Table had it all figured out that they were the most important but as they only have a year to serve we let them worry along laboring under that hallucination.

I don't want you to get the impression from what I am saying here that the colored man had in standing outside a little political meeting on a street corner.



E. R. Kelsey.

Another darkey asked him, "George, what is that man talking about?"

George replied, "I don't know, but I suddenly knows he recommends himself most highly."

The secretary is in closer touch with the members than any other man of the organization. He knows their likes and dislikes. He knows those who like what some of us term the "rough stuff," and those who enjoy being clothed in dignity. He knows who like the sound of their first name and those to whom Mr. still sounds appropriate, although

in Rotary there shouldn't be occasion to use anything but the first name. For here all sham and pretense, all artificial distinction, should be wiped away and we should know each other as we are, for Rotary is distinctly the business man's recess, the play time of the week, when for a time we forget the busy hustle of the street and office, and with the happy abandon of kids we meet to throw dignity, care and worry to the winds and it would indeed be a sad time for Rotary when the play is taken out.

On the special train to the coast we had with us a high Catholic dignitary, Father Griffin, of Youngstown. To him Rotary satisfies a longing that he can find nowhere else, for among Rotarians he is simply the man. On the train he did not wear clerical robe, so that every man would feel just as free when he was around as they would with anyone else, and as I look back upon it, the memory of his constant smile, his bubbling-over good humor will live as long as life shall last. "Kid" Griffin, we affectionately called him. In Rotary alone was he able to find that freedom to give action to that boyishness innate in us all. He was better and bigger for it and shed sunshine on everyone around and Rotary will do the same for us all if we will only open the door and let the sunshine in.

The secretary, if he realizes the great im-

NOTE.—Paper read before the Rotary Club of Toledo, of which Mr. Kelsey is the secretary, September 2, 1915. Kelsey's regular occupation is Advertising Agent of the Toledo Railway & Light Co.



club business. He should stimulate the president by keeping close watch of other Rotary publications and gleanings therefrom little hints for the good of Rotary and Rotary meetings. He should also let the president know the attendance record of the members and the financial condition of the club so that at all times he is in a position to know all about his club.

For the good of the organization, presidents rotate. As long as a secretary makes good and the job can be wished on him, he sticks, and for that reason alone he is in a position to know much more about the members than is the president or any other official.

The right secretary will so secure the confidence of the members that he will find that they will come to him for advice on every conceivable subject. I can recall a number of questions of a very confidential nature that have been put up to me by members. Several have asked me to help plan trips for them, a considerable number have asked me to fix it so that they wouldn't have to put up a deposit for their gas or electricity. Several have taken up with me their business troubles and have put up questions that called for not a little tact and diplomacy. That is the wonderful opportunity Rotary gives for service.

Before I joined this organization I had heard all about the motto. I had heard it was more blessed to give than receive. For years it had been preached to me to make service not self paramount, but Rotary is the first place I ever saw business men giving active expression to it, and in the opportunity for real service to other men that this office in Rotary has given me I have found a real joy such as no amount of receiving can ever bring. All I can do is to ask any who haven't so far tried it to taste and see.

A very prominent secretary at the convention said, "More good clubs are made by good live secretaries than by any other agency. The very life of your club, its force in the community, its worth as an agency for real service, is bound to be determined by the calibre of its secretary."

And another said, "The secretary is the goat for all in the club, a clearing house for complaints."

If the entertainment committee does something a member doesn't like, a member jumps on the poor Sec. When they mix up the numbers at the table to make you hunt

around, and some member don't like the exercise, the Sec. gets his.

When the dues don't come tumbling in, the Sec. must make a collector out of himself and go out dunning. Of course, we have rules about dropping a man if he doesn't pay promptly, but we really don't do it, and if the Sec. is any good he'll get the money, but, believe me, it's hard work with some of you fellers, simply because you don't think.

One secretary said that all the secretary gets is rebukes. If that is true in his club, there must be something the matter with the secretary. I have found without a single exception that every member has stood back of me in everything I have ever tried to do. I have had numerous phone calls from you telling me of appreciation and offering to help every time there was work to do. I have had letters that I will always treasure for it was real tangible evidence to me that it does pay to try and help boost the other fellow, and as I look back on a year in Rotary I can't recall one rebuke, one unpleasant thing, and I certainly can't help but think that if a secretary feels that he only gets rebukes he ought to take an inventory of himself and find whether he's worth anything else, for there sure must be something the matter with him or else Rotary clubs elsewhere are differently constituted than they are here.

There was considerable discussion as to the club publication and all who had ever tried it agreed it was the most valuable asset that a club could possibly have. Anything that is worth doing in Rotary ought to be worth doing well and every club I believe should give much time and attention to its club publication. Is your weekly good enough so that the members call up if they miss it? Is it self-supporting through advertising? I have always believed that if you kept your publication timely members would be glad to advertise and there would always be a waiting list. At least that is the way it has worked out here.

Some clubs get out a monthly publication and some simply get out a mimeograph letter before their luncheon, but I believe to keep Rotary news fresh and timely it should be issued at least once a week and steps should be taken to get every member so interested that he would occasionally try his hand at editing and then see that it is far from being a snap.

There was considerable discussion at the



portance he is to his club, will get in touch with his president at least once a week, and oftener if occasion requires, to talk over convention as to whether the club should maintain headquarters and an office at the Rotary hotel or some convenient down-town location and it was found that local conditions must govern. If you are in a city that has many visitors like Los Angeles then it will take all of one man's time entertaining outside Rotarians and of course sufficient office room should be provided.

There was also much said as to a secretary giving all his time or simply part and again here local conditions must largely govern. On the coast where there are so many visitors they have paid secretaries who give all of their time. Wherever possible, however, I am convinced of the wisdom of endeavoring to get some live Rotarian who stands well in the club and community to take the position for I believe such a man as secretary has a much higher standing in the club and comes in much closer contact with the members than a paid secretary could ever do. If we simply hire a man to give all his time as secretary would we not perhaps simply look upon him as a clerk, as the servant of the club and would we be as free to take up many matters with him as we would if he were a business man, a Rotarian of the same standing as our own? Is it not better until the club gets too large, to hire the detail work all done by assistants and leave the secretary free to do the bigger things in Rotary that he can do in a bigger and broader fashion if all members feel he is on a standing equal with theirs?

As usual, at every convention, the stumbling block was the roster. Secretaries universally find that no sooner has the roster gone to press than there are changes to be made and some clubs, Cincinnati, for instance, simply gets out a little booklet several times a year with names and addresses. A motion was made that the Round Table frown upon the printing of pictures in the Roster and this I am glad to say was lost. This is one of the unique features of Rotary and we should cling on to those salient features that has made Rotary stand out supreme among all business organizations.

Now that the convention has settled the constitution question so easily it will perhaps next year present to all clubs a standard form of roster which they all can adopt if they see fit, but I trust we shall always have the pictures. Without them many a man is simply a name, but with the picture we seem to know him better, to fix him in our memory and then too it is the only chance some of us ever have to get our pictures published, for nowadays you have to be sued for breach of promise or elope with your stenographer to get much attention from the press.

The most important duty of the secretary I have left to the very last. Above all he should know how to get out of work. Many a man doesn't become really interested in Rotary, doesn't discover the wonderful benefits it has to offer until he has been put to work. The wise secretary will therefore suggest to the president various men for committees, those who haven't been chairmen and will endeavor at all times to seek out the bashful, backward, diffident business man and put him to work

in the community interest, as the I. P. P. would say.

The best meeting we ever have is the one in which the most of us take part and the best reward we ever get is that which comes as the product of our work. So above all in importance is the knack every secretary should have of putting on the members every blessed thing he can. Often it is much harder than doing it yourself but it is reward enough when you find, as I have often, that I have been able to show a business man that there is really much in life besides getting.

How well do I remember our vaudeville Christmas party for the orphans. I called up a bunch of you fellows and told you I wanted you to sit with the orphans during the show. Several said they would be glad to go, but they had no children and wouldn't know what to say. I told them the kids wouldn't stand on ceremony and to go along.

I stood in the back of that theater and saw some of you business men holding little dolls for some poor little tot. I saw you feeding candy to the kids. I saw you laughing as you haven't laughed since you played hookey from school and went with Skinny Jones and Humpy James down to the old swimming hole.

And as you came out of the lobby I saw many little tots reach up and put their little arms around your neck and I can see you distinctly as the tears welled to your eyes and several of you broke down under the human touch of love and sympathy.

Not only one of you but a score told me you wouldn't have missed that opportunity for anything this world has to offer. "Darn if them kids didn't get my goat completely and I was blubbering around there like a sprinkling can," said one of you, "but I wouldn't have missed it for a million dollars." It is my hope that as long as I am privileged to serve you I can in this way pass on to all of you the joy of work and service, not only for each other but for some of those who were forgotten when the good things of life were passed around.

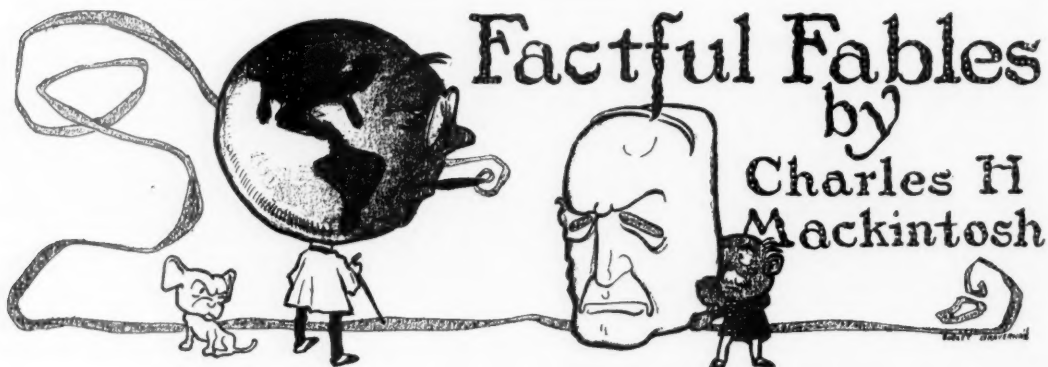
In closing let me say that I realize after a year of service more than I ever did before that after all friendship is the real thing in life. What is this mystic cord in Rotary that binds over 200 of you men to me and to each other so that there is hardly a thing we won't do one for the other? What new secret have we discovered which takes men as strangers, puts them on the Rotary wheel and sends them out real friends imbued with a zeal and a love for service? What is this strange force that takes a man old in years and keeps his heart young?

On our train the oldest man had snow white hair and beard and the very first thing he said to me after being introduced was, "I'm just plain Uncle Billy." And Uncle Billy, Kid Griffin, Fritz Galbraith and Guy Gundaker and a host of others of us enjoyed each other as if we had been friends for years.

*"Yes, we're boys, always boys,  
Always playing with tongue or with pen;  
And I sometimes have asked shall we ever be men?  
Shall we always be laughing and cheerful and gay,  
Till the last dear companion drops smiling away?"*

*So here's to our boyhood, it's gold and it's gray,  
The frost of its winter, the dews of its May,  
And when we are done with these life lasting days,  
Dear Father, take care of thy children, the boys."*

And that, boys, is Rotary.



## No. 7—The Fable Of The Fellow Who Forgot That It Takes Two To Make A Good Joke

**C**YNICAL was the most Humorous Cuss in Seven States. Every time he Sprung a specimen of his Sarcastic Humor someone would Laugh a Lung up on the Sidewalk. And the Fact that this Someone was always Cy must not be permitted to militate against his Rep.

Now, in the course of time, Cy was initiated into Rotary on the strength of the Reputation given him by those who had always seen the Other Fellow inoculated with the Fornic Acid of his Fun. Nor was it long before Cy discovered that a Certain Levity was actually Encouraged around the Rotary Board.

And so he began to Jab his Joyous Needle into those who were more than Willing to be his Friends. And the Audience was Mildly Amused, because even in Rotary we do not altogether dislike to watch the Other Fellow squirm.

But the numerical strength of an Audience is always in Inverse Ratio to the growing Army of Other Fellows, and the Time came when Cy was the Audience. Shortly after

which, Cy approached the President of his Club and Confided in him that he was Bitterly Disappointed in Rotary.

"Acquaintanceship is One of Our Objects," he quoted, "but the Only Fellows I find at all Friendly are the New Members, and even they Recover before the Next Meeting. I tell you there's Something Fundamentally Wrong with Rotary in this City!" he concluded.

The President was Confined in a Corner from which he could Escape only thru the Window, and so he Agreed with Cy except that he Transposed the first two syllables of "fun-dam-mentally-wrong" and made the Personal Application as follows:

"Rotary conveys no obligation of Friendship, Mr. Nical," he aphorized. "It offers only the *opportunity*, and Experience Teaches that while we may Make and Retain Friends by Laughing With Them, no sooner do we commence to Laugh At them than we Discover them to be our Enemies!"

Which same, having been Carefully Considered by Cy, caused him to be Elected Sergeant-at-Arms by Acclamation at the Next Rotary Round-Up.

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The principles of Rotary give us and our organization an opportunity of becoming the greatest commercial organization this world has ever seen and we must be careful of how we build that organization and of the character of the members that comprise each of the units thereof.

—ROBERT J. COPELAND, Toronto Rotary Club.

# A Message From the Father of Two Canadian Rotary Clubs

By John C. Gass of Halifax



LADIES and gentlemen, I am sure that you are all astonished and will wonder why such a one as I am here to speak to you, after listening to the eloquence of the past hour, and also the eloquence of our California poet. Let me assure you that what my message may lack in expression, shall not be wanting in sincerity. May I say a few words to you on behalf of the Rotary membership from my country and in doing so convey to you on behalf of those at Halifax the greetings of the members of our Halifax club, and through you to all the Rotarians all over the world. Coming to you also as the accredited representative of the Rotary Club in the sister city of St. John I am sure I voice their sentiments as I express to you our appreciation of all you have sought to do for Rotary, and what I say for them I say for all the Rotary Clubs of the great Dominion of Canada and throughout the British Isles.

When I am back in Halifax I will also say to them what I thought of your great gathering, and what I say for myself I will also say for the club. We take off our hats to you, with true British dignity, for all that you have sought to do, for all the thought and labor; the effort and the love you have bestowed upon this great institution.

Ever since I became associated with Rotary I have looked forward to the time when it might be my privilege to look into the faces, grasp the hands and draw inspiration from the men who have done so much, for Rotary. Now that the privilege is mine, I am enjoying it to the full. I will carry back to my own club (and other clubs) your good wishes and I will emphasize the purpose of this association, will endeavor to allow them to draw upon the same inspiration. Surely our hearts have been touched by the great spirit of brotherhood in Rotary.

When I boarded the Mulholland special at Chicago I knew not one man, but before I reached San Francisco I felt I knew every

one on board. I am sure I have made some friends among the Rotarians. This trip alone, was worth journeying all across the continent for, that I might receive from these men and women of the different states of the United States that measure of inspiration.

Denver, Colorado Springs, Salt Lake City and all the other cities, Oakland and then this great city of San Francisco, have treated us royally, and I am sure we will carry to our club messages evidencing the wide boundary of your kindness and help, which will be at all times an inspiration.

We have come, as I said, to pay tribute to the men who lead in this great work, to the great men, and when I say "great," I mean it, because only great men could have conceived such a work, and I believe it is the grandest work in which we have been permitted to engage.

Rotary is great because it is teaching men how to do things. Rotary is teaching men how to go forward for our possibilities are only limited by the possibility of man himself. I am sure that the spirit of Rotary is traveling from one end of this great country to another in such a way as nothing before has ever done.

Rotary touches men, and calls out the best that is in them; it is the highest influence in life; thus it teaches us to do the things before undreamed of; teaches us that it is a high ideal, and not a sordid thing; teaches us that he who does good work may expect a reward. Rotary teaches us that Service, Not Self is man's true ideal; bids us go out into life's highway and in the spirit of Him who came not to be ministered unto but to minister, do what we can to bear someone's burdens, lift someone's load.

I know of no other inspiration that resembles in even a remote degree that inspiration which we are permitted to draw from this convention.

May I say just a word as to what we are doing to hold up our end. Halifax and all the men there identified with Rotary are looking forward and are making ready for some of the things that you have achieved.

NOTE.—Address delivered at the banquet at the Sixth annual Rotary Convention at San Francisco, Wednesday night, July 21, after the presentation to the International Association of Rotary Clubs by the Rotary Club of Vancouver of a beautiful Canadian flag. President Mulholland introduced Rotarian Gass as "The father of two Rotary clubs in Canada."



What I say for Halifax I am very sure I say for all the others in that great dominion of Canada and the British Isles. When a thing is possible here we know that it is also possible there. We are trying to profit by your experiences, and not without a measure of success.

We all regret that the tide of progress has been stopped by that great European calamity. I am sure that we all love Rotary, that it is a movement worth while; we hope that the work will be followed up so that we will be able to go to our citizens and show them the really great work you are doing.

Let me remind you of the fact that we desire that some day we shall have the pleasure of entertaining you in the city of Halifax. If it is your desire and you wish to come and enjoy a good time with us, give us the privilege. I am sure that there are many things in Canada that will impress you. I am also sure that we will place in the hands of our members information as to all the things that have transpired here. They shall be still more closely drawn to you.

Just let me name two of these. When at the opening session of this Convention we Canadians joined with you in the singing of your "Star Spangled Banner" and our beloved president called for you to join in "God Save the King" the response was so hearty and spontaneous we could not doubt its sincerity. The other incident is the cordial

manner in which this vast assembly greeted the presentation of the Canadian ensign to-night. This was indeed inspiring. These gracious acts on your part are just what we might expect from you, but they have moved our hearts beyond power of words of mine to express.

We feel honored to present this flag. All Canada joins me in thanking you for that great manifestation extended us.

I regret, Mr. Toastmaster, that so few of our clubs are represented at our great banquet. The reason is easy to find. We are living in strenuous times. The Motherland has been drawn into conflict. Her sons have heard the call and have gone forward to do and dare, and die if needs be for the flag we love, and for what, as we see it, is the cause of right.

What shall the end be? We know not. What shall the end be? We fear not. We calmly await the result, believing that right shall prevail and that out of this terrible conflict and suffering there shall be ushered in the time when war shall be no more.

In closing may I express to you in the words of our beloved Kipling our Nation's hope—

*"God of our fathers, known of old;  
Lord of our far-flung battle line;  
Beneath whose awful hand we hold  
Dominion over palm and pine;  
Lord God of Hosts, be with us yet,  
Lest we forget—lest we forget."*

### Two Seattle Rotarians Caught on the 1915 Convention Trip



W. A. Graham  
Secretary  
Rotary Club  
of Seattle.

Claude H. Eckhart  
Governor  
District No. 15  
I. A. of R. C.

### Others Were Hospitable Too

Rotary hospitality is not limited to any one or a few cities. In the last issue we mentioned some of the cities which had extended hospitalities to Rotarians traveling to the San Francisco convention. Those great hives of Rotary, Chicago, St. Louis and Kansas City, to say nothing of many others, should have been included in the list. They were all on the job.

And now they all are planning what they will do next year when the four or five thousand Rotarians start for Cincinnati for the 1916 Convention. That will be a time when the hospitality of Rotarians and Rotary clubs will meet its greatest test, but no Rotarian doubts the outcome. There are 36 Rotary clubs within eight hours' ride of Cincinnati—a single night's trip.



## Election to Office

*A Summary of the Precepts and Principles that are Vital to the Local Club and the International Association.*

**By Russell F. Greiner**



WHEN Mr. Guy Gundaker, of Philadelphia, Chairman of the Convention Program Committee, gave me this subject I thanked him most cordially for the length of the title, feeling that he had written just about half of the address. However, after giving considerable thought to its intent and meaning, I realize that he has passed me the most difficult subject of any to be discussed at this convention.

This morning as I face you, I feel like that optimistic pup who gazed into the vast red cavern of the hippopotamus's mouth, and said: "Gee! I'd like to jump in there, bark good and hard, and jump out again." A bit more daring than the pup, I am making the jump with a silent prayer upon my lips that I will not disappear into the dark cavern of your disapproval. Rotary business is a serious business with me and I never accept a duty like this, but in fear and trembling.

I have given much thought to my subject, and now, after many weeks, am greatly disappointed in my own presentation. I feel that I am possessed of but one qualification worth while, and that is the fact that I have been honored by this Association with the vice-presidency and with the presidency, and cannot therefore be accused of in any way attempting to further my own ambitions. All the while I was working on this address, I kept posted in front of me these lines of Van Dyke's:

*"Four things a man must learn to do  
If he would keep his record true;  
To think, without confusion, clearly;  
To love his fellow man sincerely;  
To act from honest motives purely;  
To trust in God and Heaven securely."*

The first and most important question I desire to bring before you is whether the precedent, at least to outward appearances, has been fairly well established in Rotary that "No member shall seek office," and if so, is the upholding of this unwritten law good for our organization.

I believe we have carried that supposed Rotary ethic too far and have interpreted too literally this rule which was read into Rotary at Buffalo that

"the man who is worthy of office will not seek it." We find many Rotarians who publicly declare that we must never talk candidates or election and I have positive knowledge that many of these same Rotarians have attended secret conferences for the purpose of planning the promotion of the interests of some candidate.

It is easy enough for us to refrain from discussion or participation in a campaign when we have no personal interest in the candidate but allow that candidate to be your personal friend, or fellow club member, and that inborn American instinct to politic a bit comes to the surface. Could you imagine a convention on American soil, possessed of the power to honor men with office, where secret caucuses and campaigning for favorites were not a part?

I venture to say there is not a man in this hall who has ever attended a Rotary convention before that has not sat in a caucus or assisted in the promotion of some man's candidacy. This is the fourth convention that I have attended, and that fascinating American game of politics has been cleverly played in every one of them.

If we are going to be real true Rotarians and live up to everything we feel the word implies, I implore you do not declare in the hotel lobbies and on the floor of the convention with an angelic smile upon your face that "No man in Rotary should seek the office, the office should seek the man," and then excuse yourself and rush to some candidate's secret caucus. You would think from the way some of us talk that the officers are selected in Heaven, and the convention, in electing them, merely ratifies a divine revelation.

In fairness to those delegates who are attending their first convention, I want to say that there is politics in a Rotary convention, and it is, in my mind, right and necessary that there should be. The politics in Rotary, however, have not been of the petty sort that do violence to the great spirit of Rotary, and all contests for office have been conducted with dignity and gentility, aside from the fact that we play politics and play them good and strong on the quiet and then "double in the brass" by preaching in public against playing them.

Past President Ralph D. Baker, of the Camden, New Jersey club, in an article entitled: "Pointers for Convention Delegates," published in the June issue of THE ROTARIAN warned you against being drawn into a caucus while en route to the Convention. Mr. Baker attended the Buffalo and the Houston conventions, so I know he speaks from experience. Try as hard as you may to convince yourself there is no politics in a Rotary convention you can not, for there is, and always will be.

In May, 1913, when the Kansas City club asked me to announce myself as a candidate for the International presidency I wrote a letter. That act was evidence that I am not a very astute politician. I do not refer to the letter as evidence, but to the letter-writing habit, as a good politician

NOTE.—Address delivered before the Sixth Annual Convention, International Association of Rotary Clubs at San Francisco, July 20, 1915, by Past International President Greiner, member of the Kansas City Club.

will never go into writing. In that letter I made a statement of my ideas relative to the election of our International president which I feel will apply to every other officer, not only the International Association officers, but to officers of all clubs, and to which I can today as heartily subscribe as the day on which it was written. I said in that letter—

"While I am strongly opposed to any candidate or his friends campaigning and seeking instructed delegates, I do feel that the clubs should discuss the qualifications of different men in International Rotary and go to Buffalo with some ideas as to which men are best fitted for the position. If we do not have such discussions, some man wholly incompetent but ably managed and forcefully presented, will be elected. This, of course, could happen with a free and open discussion of the qualifications of available men, but it is not nearly so possible."

In the discussion of this question, I will try to avoid posing as a Rotary philosopher theorizing on the development of altruistic Rotary, but will attempt to magnetize my thought and your attention to a plain business analysis of the application of practical Rotary in the election of officers. I will not attempt to sugar-coat, but try to give you the real conditions, as I see them, stripped of all glad words and epigrams.

Now that I have said my say about conditions as I believe they have existed in every convention you, no doubt, expect me to propose a remedy. I haven't a remedy, but I do have a few ideas that I am willing to put before you.

I want you "to think, without confusion, clearly," and do not carry your political game just for popularity purposes to the extreme of appearing horrified at my nerve in suggesting that from now on Rotarians openly, instead of secretly, advocate the election of men to office by presenting them with the dignity and fairness that the doctrines of Rotary teach. You who have been in Rotary for any great length of time know that brass band methods have absolutely no place in a Rotary election. We need have no fear on that score.

At the Buffalo convention, where I was a receptive candidate for the presidency, I did not ask the support of a single man. I will plead guilty, however, to having grasped the hand and called by name every delegate. After my election many a good fellow came to me and said he voted for me not because he knew anything particularly of my ability, but he liked my cordial manner, and as it was his first convention and he knew but little of the candidates, he just took a chance with me.

I have said many a time in jest that I glad-handed my way into the presidency but I want to go on record this morning as saying it in earnest. What little success I may have met with during my term as president must not be taken as evidence of the wisdom of the delegates who voted for me. They did not conclude to vote for me after seeing me in action on the floor of the convention for I was never in action. Confidentially, I was under positive instruction from my campaign-managers to sit glued to the chair during all convention sessions.

I speak of my own experience to show you that at the Buffalo convention we were upon an uncharted, if not upon a dangerous sea. I was elected, and yet I do not say that I was the most

logical one, and while the merits of the different candidates were presented in the convention I believe that a fuller knowledge of men proposed for the presidency, as well as the other officers, should be had before the convention convenes.

Last year at Houston the conditions were unusual. Frank Mulholland was the logical candidate. He was known from coast to coast and across the sea. His qualifications were undoubted. He had a large acquaintance in Rotary and had made many powerful addresses before important Rotary gatherings. We knew him as a successful man, not only in his chosen profession, but as the president of the Commerce Club of Toledo, and with this intimate knowledge of his ability we felt that Rotary would honor a man who would do it honor and guide it energetically and intelligently. We approached the election of officers at Houston possessed of a feeling of security and it has been proved that our confidence has not been misplaced. Under the regime of Frank Mulholland Rotary has unfolded in the almost perfect flower.

A few weeks ago I began to beat the bushes and sound the tom toms to see if I could have a swarm of candidates, and I must confess that I came to San Francisco knowing of but one real candidate. Ninety per cent of the delegates to this convention no doubt came here with the same lack of knowledge. I did hear, however, of eight or ten splendid Rotarians who were scouting around the Rotary sea in submarines, but too badly scared to even show their periscopes above the water. One Rotarian who travels a great deal told me he had heard of three men who aspired to the presidency, but when he put it up to them they almost collapsed with nervous fear that some good Rotarians would hear that they dared even think of themselves in connection with the office. I ask you if this is right?

You delegates since arriving in San Francisco have no doubt heard of the intended presentation of the names of certain men. What do you know of the qualifications of these men? You have seen them a few minutes at a time, but have had little opportunity to form an intelligent opinion of their ability. A well written address, ability as an orator, a clever debater, or a finished glad-hander, does not always demonstrate that a man is worthy of the offices of honor and responsibility this Convention has the privilege to bestow.

Last year was my year. The organization has outgrown men of my caliber. The offices of this Association are jobs for big men, but how are we to know who the big men are? This year the present officers have occupied the center of the stage; the spot-light has been turned on them. Next year the officers elected here this week will take their places and thus but limited publicity is given to the great men in the ranks.

Only a few weeks ago I discovered one of the biggest men mentally I have ever known in Rotary. He is a modest, retiring member of one of the old clubs. He has never attended a convention, but from my correspondence with him, covering a period of less than two months I have discovered that he is not only a student, but a teacher of Rotary, and is so imbued with Rotary's doctrines that every letter I receive from him has been a finished sermon that I wish all Rotarians could read. For some months I had been reading unsigned articles in his local club paper but was crediting them to one of his fellow members of

my acquaintance. One article that I especially endorsed caused me to write the club a letter to be passed to the man who wrote the editorial, and thus I discovered a big man in Rotary who is comparatively unknown among Rotarians except in his own club.

Suppose his club saw in him splendid material for an International officer and determined to present his name. Here would be a man in every way worthy and especially fitted, but whose ability was little known just because his friends' activities were controlled by an unwritten law that made it unethical and un-Rotarian for them to present his capabilities except in a ten minute nominating speech on the floor of the convention.

I do not think we should frown down the dignified presentation of any man's name to the clubs of the country previous to the convention. Privilege the clubs to look into a man's record, allow the delegates of each club to discuss the ability of the different men so that they can come to the convention city with some real knowledge of the candidates other than that obtained during the exciting hours of the convention. We need have no fear of flamboyant or brass band campaigns. They have no place in Rotary and every Rotarian knows that such a presentation of a candidate would mean political suicide.

What could possibly be wrong in the Rotary Club of Hoboken addressing a letter to the Rotary Club of Kansas City, telling of their intention to present the name of John Smith, of their Club, for vice-president, tell his business, presenting his qualifications and soliciting an investigation of his ability? Could that possibly be harmful?

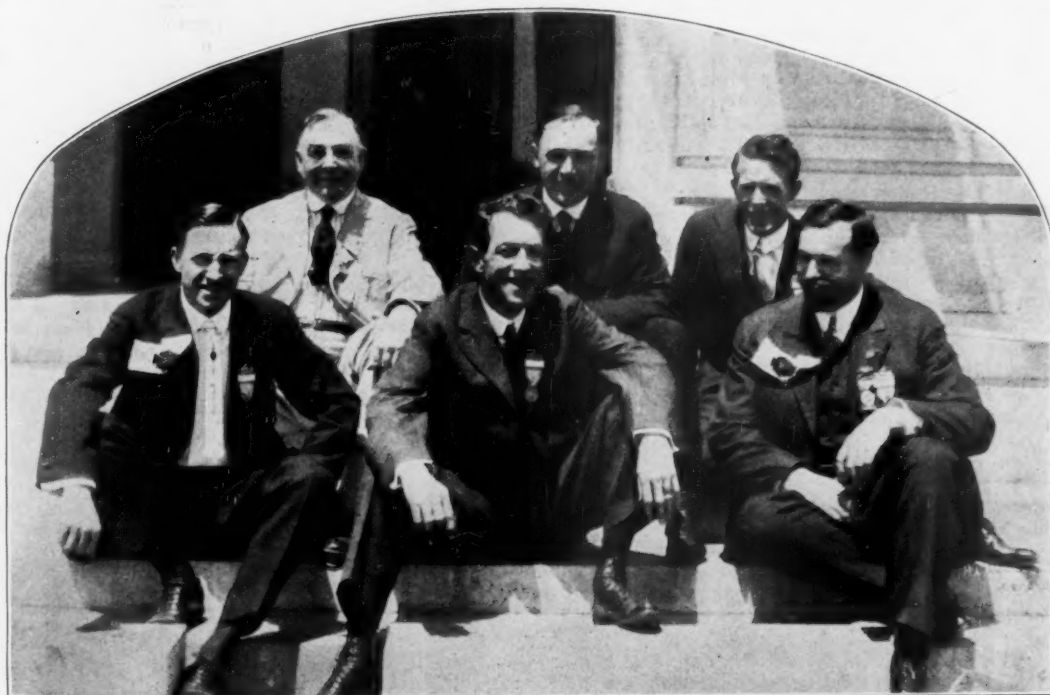
Delegates in every convention have voted for men and did not even know their business qualification. Men voted for me at Buffalo and afterward asked me what my business was. I would ask you if that is casting an intelligent ballot for the good of the organization?

I know of a great fraternal organization, whose national convention was recently held, whose delegates knew three months ago who would be presented for the different offices.

We have our ambitious men "buffaloed." They will not tell their most intimate friend of their ambitions without taking him into the private office on the top floor of some building and then imparting the news in a low voice for fear there might be a dictagraph in the room and it would become known among Rotarians that he dared aspire to office.

The personnel of all Rotary clubs is in itself a positive guarantee that no club would permit one of its members to conduct in their name a canvass for office that was other than dignified and truly Rotarian, so why not go into our conventions with some slight knowledge of aspiring Rotarians' ability? A few of us are in a position to know of the individual worth of many Rotarians while the rank and file are not.

I read an editorial in one of the local Rotary publications a few weeks ago calling upon the club members to give thought and consideration to the approaching election of officers in that club. The article spoke of the need of a man willing to serve, in the fullest meaning of the word, the great honor of being an officer in a Rotary Club, of the need of a man with the ability



*Some Los Angeles Live Ones at the 1915 Convention: In the front row reading from the left they are Secretary Warden, President Weaver and Horton C. Wells. In the rear row they are Will Stephens, H. M. Bergwald and H. A. Taylor, (of San Diego).*



to lead, of the need of a man who had caught the vision of Rotary and in whom the practical and ideal were happily mixed, of a man possessed with initiative and genius. Through the whole editorial ran a feeling of alarm and fear and it closed in black type with this: "The man who can achieve most successfully is the man on whom the mantle should fall."

There is a situation in one club that most strongly proves my claim. In this club each man knows every one intimately. They know their qualifications and still the best man for president in that club can be defeated for if he is nominated he must appear indifferent and give no outward appearance of seeking election. What is the result? Many a club has had a bad year because the men in the club who knew what was best for it felt that they dare not publicly promote the man most capable to fill the office. Could there possibly be anything wrong in a dignified presentation of a man's candidacy?

Rotary will frown down a campaign that savors of ward politics and a departure from honorable methods in a Rotary club election spells certain defeat. In every club there is an element who play politics and it is mighty easy for them to put over their man by gum-shoe methods when the real Rotary leaders in the club sit back and say it is decidedly un-Rotarian for a man to seek office.

We are not all perfect and there are many men in our organization for selfish reasons only and they would not hesitate to use the organization to further their personal interests and ambitions.

It has been suggested to me that a great part of this danger could be overcome if in the International convention a definite policy and plan of the year's work was presented, a plan that was so manifestly right and opportune that every Rotarian could enthusiastically accept it. We would then find men of many different temperaments and likes and dislikes ready and willing to vote for officers to carry on this defined policy regardless of their personal opinion of the man.

Every great organization of any kind, religious, fraternal, educational or political, that is successful, determines upon a platform or policy before selecting their officers. After determining upon that policy the men best qualified to carry it out loom up among those under consideration, while those not qualified to carry out this policy automatically eliminate themselves. This plan could be used by individual clubs as well as by the International Association.

In the selection of officers for the International Association and for local clubs, serious consideration should be given:

1st. To the candidate's feeling toward and his degree of enthusiasm for the affairs of the International Association and of Rotary in general. We must not select men who desire the office for mere honor and are indifferent to either the local club or the Association's affairs. Many clubs are now organized along Rotary lines in our different cities, but they lack the splendid International organization which we possess to make them a world factor. The International Association has made our membership in Rotary one of value.

2nd. Elect men who can and will devote the time necessary to the promotion and upbuilding of Rotary.

3rd. Select men who stand for something in their home cities. Rotary will be judged by the personal character and business standing of its officials.

4th. Be sure the candidate is possessed of the needed personal qualifications to insure successful work; they are natural aptitude, mental development and experience.

5th. In International Rotary exercise great care in the geographical distribution of officers. Do not elect, as we have in previous years, two International officers from the same city.

A man who aspires to office in a Rotary club or in the International Association, who oversteps the bounds of propriety in furthering his ambitions will receive such a rebuff that it will take him many months to bring himself together.

In writing this paper I was asked to answer this question; "When a Rotarian has held office should he be excluded from further consideration at all subsequent elections?"

I do not exactly like the phraseology of this question, but if I were forced to give a Yes or No answer, I would say, "Yes."

There are, however, a few exceptions. Among the International officers I am opposed to the re-election of any of them except the International Secretary. I am, however, inclined to believe that it is a mistake to elect an entirely new set of directors every year. A few hold-over directors who are familiar with the workings of the Association or the club would be of great value to the new administration. I believe, however, that Rotary officers who have been active would find it a pleasure to serve the new officials in an advisory way; in fact, it has been suggested to me that we should conserve the genius of our ex-presidents, not only of the International Association, but of all the clubs, by organizing them into a permanent advisory committee, thereby getting the benefit of their experience and advice in solving Rotary problems, submitting matters to them for judiciary consideration and recommendation, reserving the right of action, however, to the board of directors, the club or the International convention. Such a permanent advisory committee would be of great help to our incoming president and to the newly constituted board of directors.

During my term as president I constantly consulted presidents Harris and Mead and I am certain that President Mulholland has done the same thing. Both Harris and Mead have continued their interest in Rotary and if any criticism can be made of me as a past president it is that I have continued too active in International affairs.

Under the plan to be presented at this convention of abolishing the present elective board of directors and having this board made up of the president, first, second and third vice-presidents and immediate past presidents, and the election of nineteen district governors, it does not look feasible for the International Association to have any holdover officers.

During the past two years the different International committees have shown decided activity, and this work has educated many a man in the affairs of the International Association. Committee work is a great developer of Rotarians in local or international work.

At the round table of Club Presidents held in



Houston last year, the following resolution was adopted by a vote of 52 to 1:

"RESOLVED, that a president should never succeed himself."

This has been my stand ever since I have been in Rotary. You will pardon this personal reference. When my term as president of the Kansas City Club expired I was asked to stand for re-election. I refused, and they then offered to bring me a petition signed by every member of the club. I still refused on the ground that many a man would sign that petition with his fingers crossed and a mental reservation, feeling just as I did that a membership was of little value in a club with only one man fitted for the presidency. I have no desire for membership in a club whose members do not want the offices. It is a bad thing for both the club and the men to re-elect officers. Suppose you do have an occasional weak administration. It will cause you to be more guarded in your selection of the officers the next year.

I would not, however, include in this the Secretary of the member club, for I believe that officer is one who should be continued in office as long as his services are satisfactory.

While I do not believe it should be a set rule that we promote vice-presidents to the presidency I know of no better indication of a man's ability to serve the club in its highest office than to have served it well as a vice-president.

As to proper and improper electioneering I have but little to offer, except to say that under the present plan of Rotary I do not think any suggested resolutions are even necessary.

I have in this convention some mighty good friends who have represented their clubs as delegates in every convention that I have attended. That I believe is a serious mistake. It is my idea that some new man should come every year, for by that method you bring your club into closer

touch with the International Association and send out into the world a new set of missionaries for Rotary. Every man is a better Rotarian after attending an International convention. When the same delegates come every year they get so they anticipate the proceedings, neglect the sessions and return to their fellows at home with a review of the convention proceedings that imparts but little enthusiasm and injects but little ginger. A careful, observing delegate after his first year's service goes home full of "pep" and anxious for every stay-at-home to go to the convention the next year. The Rotarian who has been thoroughly inoculated with the convention germ will make strenuous efforts to attend the next convention, even if he is not a delegate.

How far I carry my belief in sending new delegates every year can best be shown by telling you that I am not a delegate to this convention. After assuring my friends in the Kansas City club that I would not accept an election as delegate, they persisted in nominating me. I attempted to withdraw and asked my friends not to vote for me but for men who have never attended a convention. Seven men in the Kansas City club who had been delegates to previous conventions took the same stand as myself; so, outside of our president, we have in this convention a set of delegates who have never attended any previous conventions.

I have been asked to touch on the fact that certain offices will necessitate the expenditure of money. This is true, but I am one who believes that when an official gives of his time and talent he should not be expected to spend his money. All International officers should be reimbursed by the Association for all legitimate expenses, and when invited to visit clubs the club extending the invitation should make it clear that they will pay all of his expenses. This is the fair and just way, for if the International Association pays his expenses he would soon be accused of favoritism if he found it impossible to visit every club. When



A Rotary swimming party in the Great Salt Lake. They are International President Frank L. Mulholland, his wife and daughter, of Toledo; Secretary Sam Neel, his wife and daughter, President F. C. Schramm and Geo. O. Relf, all of the Rotary Club of Salt Lake City.

the clubs invite him with all expenses paid he is more free to accept or decline.

Every year the duties of the International officers become more arduous and the demands on their time grow greater. President Mead gave more time than President Harris, and Secretary Perry thought that I had established a record that would never be surpassed. My activities and tours were trifling alongside of President Mulholland's. He has practically given up his business during the past year, and I am sure has given more time to the Association than we have any right to ask a president to give.

In conclusion, let me counsel you to live up to

the beautiful and noble precepts of Rotary and if you cannot realize your ideals, idealize your reals. I hope that the offices in Rotary will always be honored by having as occupants men of noble vision and hearts in tune with higher and purer sentiments of life. 'Tis a beautiful structure we have erected—its walls are unstained—its portals are bright and fair. This wonderful building must be made habitable and furnished with the luxuries of hand and heart. Keep it spotless and beautiful—make it an earthly heaven, and let no thought or deed sully its illustrious name. Express the finer conceptions of Rotary and live it day by day. May God in His wisdom and goodness guide you ever aright. This is my prayer.

## Discussion

The reading of Mr. Greiner's paper aroused great interest and resulted in the following spirited and good natured discussion:

**BY HARRY HERTZBERG, San Antonio.**

It is not for any speaker to endorse what has just been said. This fearless man, this great Rotarian, has had the courage to voice a sentiment that many of us have felt but few of us have dared to give expression to. I do not know whether marriages are made in Heaven or whether these elections of ours have been a ratification of such a Heaven-made election, but I do know that Rotary may still make the same boast that the great American people have always been able to make, that they have never made a mistake in the selection of their president. And guided by those principles of fellowship and service, God grant that they may never make a mistake in the selection of the man who is to lead them.

Russell Greiner has made a plea for the delegates that come to this convention. I have always believed, as all of us have believed, that the Rotary club is essentially an organization of thinking men, and Greiner has pleaded for the opportunity to allow us to think.

We go thousands of miles to an international convention and when we get there, just as he said, men are presented of whom we have hardly heard, or at best we have merely read concerning them. Usually, from the club locality from whence the candidate comes they have sent a delegate, and the delegate vouches for the candidate. You must take his word for it. This is not right, and above all, I think that if we change our policy or rather if we come out into the open as Greiner advocates, then we will cast a vote of confidence in the personnel of this organization.

What have you to fear? Not ordinary politics, fraud and corruption, or such a bitterness engendered as may possibly destroy the organization. I want to say to you—and I am sure I voice the sentiment of every delegate here today—that I have no fear of any one of those things growing up in Rotary so long as the personnel of the organization is what it is today.

With the same cheerfulness and with the same grace that characterized the clubs who allowed San Francisco to get this convention, with that same grace and conduct, any candidate who runs before this convention will rise when he sees he is defeated, though the contest may have been a

strong one, and move that his opponent be elected unanimously. For that is Rotary.

And, my friends, there can be no bitterness in such a convention as this when we have such a wonderful field to choose from—men representing different professions and avocations, great thinkers and great leaders such as we have to choose from. And when you cast your vote it is not because you love one more than the other, but because per necessity you must choose the man of your choice. You will not go wrong because I maintain there will never be presented before this vast body any man by any section of this country who is not fit to hold the office.

**BY ALLEN D. ALBERT, Minneapolis.**

I do regret genuinely that in the course of what may seem best for me to say regarding the subject matter of Mr. Greiner's admirable and delightful paper I cannot feel that there is an abundance of time to pick up his several points in series.

My experience in our International conventions has taught me that first someone announces a dream and then there are discussions and suggested limitations and then comes a declaration of policy by which Rotary moves forward confidently.

At Buffalo, it fell to me to use words substantially these—"In Rotary influence is always to be more desired than office." Fulfilling that statement, a purpose has grown in many of the clubs to drive to the background political convention methods. It would be altogether distasteful to me and probably to you were anyone who discusses the subject-matter of Mr. Greiner's paper to consider at all the circumstances at earlier Rotary International elections. That, particularly, I shall avoid.

It is relevant, however, that in determining a policy for Rotary we shall not mistake an International convention for the whole of Rotary. Not only are officers to be elected for the International Association, but officers must be elected likewise for the home clubs, and always the home clubs of Rotary are the masters of Rotary.

One such home club within my knowledge lately held an election at which three tickets were presented, the red ticket, the white ticket and the blue ticket. In support of that purpose practically everything which Mr. Greiner has said this morning was said and men sought with every reasonable and courteous means to advance the candidate whose color they wore. Today the sore spots

of that election, I believe, are pretty well healed, but two years have been required for the healing.

Another club has adopted a different method. Its nominating committee sits and chooses for the particular purpose of avoiding a snap election and for the particular purpose of avoiding a club meeting being taken off of its feet by an apt speech. Men, high in the confidence, and having proven themselves worthy of the confidence of their clubs, sit together in committees and present to the several clubs the nominations for the election. Our own Minneapolis club in all my Rotary experience, has never had a contest over an election. That has never happened once. And yet a man who knows the Rotary club of Minneapolis will not doubt the willingness to serve of every member of that club, who might by any chance be considered by the nominating committee of his club.

The difficulty in Mr. Greiner's reasoning is this: That of all his reservations he sees no middle course. On the one hand he would have a group of men eager for office but unwilling to announce themselves, and on the other he would have some form of organization in behalf of each of the several candidates. That is, as I understand his paper, he would regard the presentation of two or three candidates a prerequisite to helpful interest in office.

Before I go further, I will suggest that Mr. Greiner's paper corresponds to the subject-matter of a colloquy in the United States Senate some years ago. A distinguished democrat was criticizing adversely every section of a republican measure, and Senator Hoar of Massachusetts arose and asked if the bill were made over so that it would meet every objection offered by the democrat, if the democrat would then vote for it, and the democrat, Senator Harris, of Tennessee, was obviously nonplussed, and after a little hesitation, he said, "Mr. President, I confess the question of the Senator from Massachusetts does not appeal to me. I think frankly it is ingenuous." To which Senator Hoar made this reply, I imagine expressing much that Mr. Greiner undertook to do this morning, "Mr. President, I confess I asked the question of the Senator from Tennessee very much as General Jackson said he fired at the Seminole Indians, not so much to hit the Indians as to find out where they were."

How obvious it is that a body which represents the idealism of 20,000 Americans cannot choose its officers by chance. How plain it ought to be that the man who casts ballots for those officers should know in advance of it the willingness of the men whom they consider to serve. It ought to be possible for a man who is willing to serve not to have to dodge around the corner or fight off members who are asking him about it. Ordinary plain American manliness requires that he be ready to say, if asked, "Yes, I am willing to serve." Nor may there be any reasonable preclusion against the active interest of those who know him best, and know him as one worthy of their trust.

But I take it there is a great gulf between such educational but inoffensive proceedings, and the sending forth of letters in series, and the establishment of a campaign committee and the pre-emption of votes in advance, and sending the boys

all through the hall in solicitation of votes. Then there is danger of the introduction of regrettable personalities, and the establishment of a hope for the office, rather than a hope for service.

We are not so far apart, he and I. Both of us seek the making practical of the ideas of Rotary. I want to call to your attention my own apprehension lest a well-written speech, to use Mr. Greiner's phrase, shall carry away the judgment of delegates of the International gatherings. I abhor it, and once I undertook to make it forever impossible, but on the other hand I doubt very much if the idealism of Rotary, which is its only life, can long survive active, diligent and ingenious organized campaigns for office.

I think no man in the room will disagree with me when I say that the danger lies rather more in the fact that men will not be available for office than from the taint of politics. I think it is the idealism of Rotary which must save it. It is the idealism of Rotary, gentlemen, which accounts for it; it is the idealism of Rotary which developed Russell Greiner in a year of service. The idealism of Rotary is that which will cause long life and useful, if we are to have it, and it is upon the ground of the idealism of Rotary that I base my own deep and firm hope that there may be present in our Association an antipathy for the cheap machinations of politics that will forever drive to the background the man who sets his own ambition for office above the good of the Association, and that we may ever choose wisely the best man that is available.

BY W. A. PEACE, Toronto.

If I understand Russell Greiner's paper correctly I would say that he won his election as President of the International Association by practicing one of the greatest principles of Rotary—acquaintance-making. If, as he has said, and as I understood him to say, there are men in Rotary eligible for office who are not known to the International delegates, they are deficient in that great principle—acquaintance-making.

If you will bear with me for one moment I shall try to tell you how we elect our officers in Toronto. A month before the date that is set for the election, at the annual meeting, slips are sent to each member of the club, asking them to nominate seven directors. When the nominations are received from every member of the club, those who are nominated are requested to state whether or not they are willing to serve as directors of the club. Those who are not willing to serve are not put on the ballot. The election of the seven directors comes up at the annual meeting, and they have to be elected by a majority vote of the club. For instance, if there are 100 members at the election, each candidate would have to have 51 votes to become a director. After the directors are elected they appoint their officers, their president, secretary, treasurer, and so forth. Now, that has eliminated politics in the Toronto club, and it has worked with the utmost satisfaction. I thank you.

BY FRANK E. HERING, South Bend.

I am going to address myself during the few brief seconds that are allotted to me to what Mr. Albert said in connection with Russell Greiner's speech. I listened to Mr. Albert at Chicago and I fell under the sway of his idealism, of his magnificently modulated voice, and of the very beauti-



ful sentiments that he uttered and I there came to the conclusion that I afterwards felt that I had justification for feeling, when in Davenport I again heard him speak on the ideals of this order.

I do think, however, that he has placed rather an ambiguous construction upon the paper as read by Russell Greiner. I do not understand that Mr. Greiner advocated political codes of any kind that any true Rotarian could not approve. My understanding of that paper is that Russell Greiner advocates doing exactly what the Minneapolis club did when it put forth the name of this distinguished son as worthy of the highest office in this great organization. I understand that Russell Greiner would permit us to have information concerning every man and that during the last two months, if you desired, you could get concerning the gentlemen the information that you might want.

From the speaker's remarks who spoke immediately after him, I understand that Russell Greiner would put a premium upon intelligent information coming into your possession, and into my possession, so that those of us coming here for the first time would not have to ask some one: "Tell me for whom shall I vote in this convention?" Possibly there is not an exact analogy between the subordinate club and this international Association. In your subordinate club you understand well the personnel of the membership. You understand their various qualifications for the office to which you elect them. It is not necessary in your subordinate club to ask concerning John Smith or Tom Jones but when we come to this convention meeting here, many of us for the first time, and knowing little of what constitutes the big men of the Houston club and the big men of the Pittsburgh Club, and concerning the big men of the Oakland club, I do not want to wait until I am writing the name upon the ballot for the man that is to take Frank Mulholland's place before I know whether or not he is worthy to fill that position.

ROTARIAN ALBERT: May I express the hope of the Convention that we shall hear Mr. Hering until he is through? I make that motion. (The motion was seconded and carried.)

ROTARIAN HERING: I shall trespass upon your time but a moment or two longer. I want to thank our distinguished brother from Minneapolis for an act that is so in consonance with everything that I have heard today.

My friends, you are going to hear much about philosophy here today. And may I submit to you that thru all the ages of the world, and thru all the ages of philosophy there have been two great schools; and I would say that my good friend from Minneapolis is a splendid exponent of what we would call the Platonic school, the school of ideals, and you must always have great idealists if you would advance beyond what your predecessors have done. But over against Plato, there was Socrates, probably the greatest of the Grecian philosophers, who lived some few years before Plato. He was continuously and pertinently asking questions, and from that questioning we have learned the Socratic method and the methods of the Socratic school. He was asking for information. He lived in a practical world, and he wanted to know about men. He wanted to know about things.

Is a man like Russell Greiner, is a man like myself, is a man like any of you to have any imputation cast upon him if he should say, "We want to know something concerning the man who is to take the place of a man like Frank Mulholland." Is any imputation to be placed upon us if we say that?

Today and this year we need this type of man to lead this great organization, but next year we need another type of man to lead it. Don't you see that every year has problems of its own? Don't you see that in times such as these you will want to know much concerning the personality of the men and you will want to know what he stands for and what he thinks of. When I vote for a man at some crisis, as we will have to vote in the future of this organization, I want to know in advance for whom to vote for this important office, so that I may write to them and say: "Will you tell me what your views are upon this subject and what your views are upon that subject?" We have a right to information of this kind.

If I were to characterize our present President with one word I would say that to me who has heard him speak often on different occasions, he seems to be the evangelist of Rotary. It is not an idle compliment, for I feel the occasion seriously, and I believe that he is an evangelist in the full conception of the word. But the time will come or may come when we will want a different type of man to lead this organization, a man of the constructive type; a man to meet new problems that each year will bring. Isn't it only right that we should take into consideration the men that aspire and the clubs that put forth men who aspire to this important office, so that before we meet them in the convention itself, where before 72 hours has come and you and I will write the names upon the ballot, we will know the men that think so much of Rotary that humbly they aspire to be the president of this great organization.

BY R. A. McDOWELL, Louisville.

We all know that Russell Greiner did not mean in suggesting the election of officers by campaigns that he would approve of any unethical methods, but I want to call the attention of the convention to just one idea. That is that you have to view the election of officers by the present basis of things of not going after the office in any manner and letting the Association select its officers as it sees fit. You have got to depend on those who are familiar with the work of the International Association to guide you when you come to your first convention as to who is the best man, or else you have got to throw down the bars and you cannot protect the Association against all sorts of politics and we will, as soon as we reach the convention city, if not long before, be in the midst of turmoil, over the selection of the president of the International Association of Rotary clubs. I believe that that is the least desirable thing for this Association to do.

I do not believe that we should give to a man who is seeking to advance himself rather than the objects of this Association, the opportunity to do so. All we have to do in order to see that the present methods is the better one, is to run back in our minds over our past presidents, and we cannot help realizing that the Association has done pretty well.



BY FRANK P. GLASS, Birmingham, Ala.

We are all essentially, whether we are from the United States or not, American in principle, inasmuch as we represent our different organizations from various parts of the English speaking world. We are all founded on representative government and the greatest model of representative government in this world today is the United States of America.

I say this as a premise to sustain the fundamental principle advanced by Mr. Greiner here. We cannot elect, intelligently, the proper officers for the future conduct of this Association unless we know the members who are offered as candidates and who are the respective candidates and who the candidates are who should be put forward as candidates for the important positions in this

organization. Therefore I say that we should be open and straightforward and square.

There is no proper place in this organization for secret cabals, made in advance of the meeting of the convention. We should all know what we are doing and why we are doing it and what we are aiming at in doing it. The motto of this organization is: "He profits most who serves best," but how are you to know at a convention who has served best in the various parts of this country unless there has been some information obtained in advance and sent out in advance?

I thoroughly agree with the proposition of Mr. Greiner that we should be open and aboveboard and square, and I believe that the principles and the spirit and purposes and actions of this organization would be carried out in good faith.



## Sand Will Do It

I OBSERVED a locomotive in the railroad yards one day;  
It was waiting in the roundhouse where the locomotives stay;  
It was panting for the journey, it was coaled and fully manned,  
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip  
On their slender iron pavement, 'cause the wheels are apt to slip;  
And when they reach a slippery spot their tactics they command,  
And to get a grip upon the rail they sprinkle it with sand.

It's about the way with travel along life's slippery track;  
If your load is rather heavy you're always slipping back;  
So, if a common locomotive you completely understand,  
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly and you have a heavy grade,  
If those who've gone before you have the rails quite slippery made,  
If you ever reach the summit of the upper table land,  
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover to your cost,  
That you're liable to slip up on a heavy coat of frost,  
Then some prompt decided action will be called into demand,  
And you'll slip 'way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen  
If there's fire beneath the boiler of ambition's strong machine,  
And you'll reach a place called Flushtown at a rate of speed that's grand,  
If for all the slippery places you've a good supply of sand.

—Richmond, Ind., Register.



# An Educational Degree in Rotary

By David C. Farrar



WE ARE gathered here at this great convention to discuss and solve the many problems confronting Rotary in this present stage of its development. These questions are so numerous and the time for discussion so limited that many of us are doubtless somewhat confused in our attempt to classify them in the proper order of their importance.

Probably many of us, in the quiet of our homes, have attempted to analyze Rotary's many needs and formulate them into a composite plan or program. I have at various times attempted to group these problems in an orderly, logical diagram, laying relative stress on each, according to its importance in the general scheme of things. About a year ago, in summing up these previous analysis, I finally arrived at what I believe to be the greatest present problem in Rotary and the one whose solution will readily lead to the solution of the others. Let me now review the thoughts that have led me to this conclusion.

## THE CORNERSTONE OF ROTARY.

Analyze Rotary as you will and you invariably come back to the realization that the very life and soul of our organization—the element that has made for our phenomenal success and the bond that holds each of our hearts so close to this great brotherhood—are the beautiful philosophy and teachings of Rotary. All our interest, all our activities, all our personal love of the work, find their source in this fountain head.

You simply cannot get away from this fact. Talk to a hundred old Rotarians. Analyze their reasons for being in Rotary, their continued and growing interest in it, and I am sure you will find as I have found that the cause lies not so much in our limited membership, not so much in our social activities, not so much in our civic and charitable work, but in that deep, tho perhaps unconscious, yearning in the heart of every man for a higher and nobler interpretation of his mission in life.

What is Rotary? An organization of nearly 200 separate clubs and over 20,000 men. Yes, but go deeper than that—what is Rotary? A brotherhood of men who help each other and work together for the attainment of higher business ideals. But go still deeper—what is Rotary?

Rotary is the practice of a keenly satisfying life philosophy, adaptable to the active man of this commercial age—a philosophy which reduces the great and enduring philosophies of the ages to a simple and usable creed.

Search your own hearts fearlessly and honestly. Isn't Rotary's subtle charm, its gentle but persistent hold upon you, but the evidence of a deep, indefinable desire in you for a bigger, broader, better living of your life? Who of us has not felt the spell of this invisible urge? Whose emo-

tions have not been stirred to their depths by the words of our great Rotarian speakers and teachers? What man who has sat in the convention halls of Rotary and drunk in the words of eloquence uttered there but has sat face to face with his own soul and known at last that Rotary is a life?

And so it came to me, as I searched for the rock bottom problem of Rotary, that the greatest things we have, greater than our great organization, greater than our greatest activities, and more precious than our good fellowship, are these noble and lofty teachings of Rotary.

If it be true that our fundamental philosophy is our greatest asset, the natural questions that arise are: What is this philosophy, where did it come from, and does it accurately represent true Rotary? While most of you are familiar with the development of Rotary philosophy, let me refresh your minds with a brief historical review that will adequately answer these questions.

## THE DEVELOPMENT OF OUR PHILOSOPHY.

Ten years ago Rotary started with a code of principles and objects far in advance of that of any other business men's organization. But its development could go no faster than the minds of its leaders could assimilate these new ideas. Slowly did Rotary reveal its deeper side to these pioneer Rotarians. Seven years of organizing and building Rotary's physical structure passed by. But the heaven of truth was working all this time.

Finally at the Duluth convention in 1912, we caught the first positive awakening note in Rotary philosophy when Paul P. Harris sounded his call for the "Scientizing of Acquaintanceship." We have all recognized in that masterly address the transition that was slowly taking place in the heart and mind of our beloved President Emeritus. Rotary, however, was still groping in the dark for a basic principle of greater merit and world-usefulness—a principle that seemed to half reveal itself but could not yet be clearly discerned.

The next year, at Buffalo, this principle still further emerged from the shadows of uncertainty under the guiding hand of that other devoted leader, Glenn C. Mead. We found in his presidential address a further revelation of Rotary's true mission—an analysis which stands today as a classic in Rotary literature. Within a few hours came Allen D. Albert's inspirational sermon—for sermon it was in the truest sense—on "The True Meaning, Purpose and Opportunity of Rotary"—a presentation of Rotary's mission so beautiful and uplifting that men sat transported under the spell of the living truths he unfolded before them. Close upon this came the throbbing oratory of Frank L. Mulholland. Across the scale of human emotions—from tears to laughter and back—he took us, and left us with the humility of little children.

Let us liken Paul Harris's Duluth utterance to the first great single note in our Rotary Processional. Then let us listen again as it is followed by a deep, full-sounding and resonant chord, struck with confidence and mastery by these men at

NOTE: Paper read at the Sixth Annual Convention of the International Association of Rotary Clubs at San Francisco. Mr. Farrar is a past president of the Rotary Club of Pittsburgh (Pa.), and President of the Farrar Advertising Agency.

Buffalo and sent vibrating through that convention hall forth into the Rotary world.

The year ending at Buffalo was a year of inspiration. We at least saw the Rotary that was to be—a great man-building, educational movement. The Buffalo convention brought us the assurance that the mind of the modern business man is fertile soil for the planting of these higher principles; it revealed a deep moral or religious note throughout Rotary. This will ever stand as Rotary's most important discovery. Keep it in mind as we proceed.

Next came a year of great progress under the leadership of Russell F. Greiner, who went about the country spreading in his quiet, impressive way the true principles of Rotary, and came before the convention at Houston with a message full of splendid truths and simple life teachings which have added greatly to our fund of Rotary philosophy.

Nine years now had elapsed. The call of Rotary had fallen upon the ears of thousands with a charm they could not describe. It has so gripped us all with that indefinable something, that each of us has said to himself, "Rotary is the most satisfying thing I have found in my daily affairs; I know what it is; I hear it in these inspiring speeches; I see it in the activities of my brother Rotarians—but I can not define it."

The problem that confronted our present executive, Mr. Mulholland, was to concentrate Rotary thought on our philosophy, crystallize it and put it in tangible form. Its solution was promptly undertaken by the appointment of a committee on Philosophy and Education. The Association is to be congratulated upon the appointment as chairman of this committee of Past-President Mead. He has realized the importance of his task and, with his committee, has taken the final step which brings Rotary philosophy out of the mists of uncertainty and sets it before us today in definite form.

In reviewing the development of Rotary philosophy I have purposely kept to the last a tribute to our most potent educational medium and the man who has so wisely guided its destinies, Editor Chesley R. Perry. Into the fabric of our educational growth he has put the sturdy warp upon which thousands of us have woven our beliefs. Not only in the columns of *THE ROTARIAN* has he disseminated the best thought we have produced, but through his well tempered editorials he has played a leader's part in bringing our philosophy to its present high development.

With such International leaders as these men to show us the way and with those other hundreds working in our local clubs we have at last reached the safe ground of definite conclusions.

We have come through five conventions and five great periods of growth. These periods are happily epitomized by Guy Gundaker in a recent article as follows: Chicago—Organization, Portland—Legislation, Duluth—Expansion, Buffalo—Inspiration, and Houston—Fellowship. What word shall we write after San Francisco?

#### NEXT GREAT ROTARY TASK—EDUCATION.

If we are agreed that our strength lies in our fundamental philosophy, that this philosophy has been developed to a definite form, and that, granting the value of our social and civic activities, Rotary is primarily an educational movement, what is the next great advance step to be taken

toward our higher usefulness? What is today our first duty to our fellow Rotarians and the rest of the world?

The noblest task we face today is to teach. Teaching is the grandest and highest mission God ever gave man to fulfill. Teaching is the force that moves the world. Learning is the essence of all life and progress. If I see Rotarianship in its truest light, it is the living of the Rotary life as it has been disclosed to us, and the teaching of others what we have learned. If I see our great International problems in their truest light, the one which overshadows all others in this day and year is the teaching of our twenty thousand members the true meaning and purpose of Rotary, that they may in turn live it and teach it to mankind.

Now, you may question the necessity for such emphasis on this matter of teaching. You may perhaps say, "We have a monthly magazine than which there is no better association organ in existence." That I agree with you in this is evidenced by my foregoing remarks. Again you may say, "Each Club is doing good educational work and has eloquent speakers and philosophers who are teaching their brothers." I grant you that also. These methods are splendid. By all means, let them continue. But are they equal to our great educational task? Remember that the library table of the average Rotarian groans under the weight of popular magazines, all clamoring for a part of this time. Remember that he has many things on his mind besides Rotary.

Our present educational methods do not provide sufficient incentive to the individual member. They lack the necessary elements of concentration and cohesion. They influence but a limited portion of our members. Therefore we need an improved educational plan—such a plan as will take these 20,000 individual conceptions of Rotary, in their varying degrees of crudity, and rebuild them into a solid, unanimous conviction abiding in the minds of all.

#### OUR GREATEST WEAKNESS.

Study conditions in the average club and especially in the newer clubs. Let us take for example a club of 200 members—a club, say, three years old. Are its methods of educating the individual member systematic? Are they thorough? Education without system and thoroughness is not Rotarian in principle. And a little knowledge is sometimes dangerous. In this club we will find a nucleus of twenty-five men who are its life and moving spirit. These men live Rotary. They read *THE ROTARIAN* thoroughly. They are constructive thinkers. They have the natural temperament for absorbing Rotary teachings. Because I am speaking to just such men—you men whom your clubs have honored and elevated—let me remind you that in the fulness of your knowledge you are the exception rather than the rule.

Surrounding this nucleus is a circle of perhaps twenty-five other men who have progressed partially into the fuller consciousness of Rotary and take an active part in the work of the club. What have we left? An outer rim of 150 members. You know these good men. They are the salt of the earth. Among them we find the man who attends a fourth of the meetings, the man who merely glances at his monthly copy of *THE ROTARIAN*, the timid man, the too busy man, the big, wealthy man who belongs to Rotary because he belongs to everything else, and lastly the mis-



guided man who is in Rotary for sordid gain. These men represent the pick of the community in their various lines. They are bright, alert and successful. But it is the unenlightened condition of just such men as these that causes ninety per cent of the obstacles in our path.

You have doubtless found to your great surprise in talking to such men, old members perhaps, that they are densely ignorant of what Rotary really is. All they have grasped are the social and business sides, the mere material shell of Rotary. These men don't read *THE ROTARIAN* as you read it. They simply take it for granted. Yet they are splendid material for making into real Rotarians. They have everything but the knowledge.

Have I stated conditions as they are? Do you agree with me that three-fourths of our enrollment are only members—not Rotarians? If I have stated these conditions correctly, Rotary's development has been the work of a comparatively few men, like all great movements. If we have succeeded in spite of this handicap, if we have made such phenomenal progress with only twenty-five per cent of our members developed into real Rotarianship, what can't we do with ninety per cent so developed? If with our past methods we can do so much and grow so fast, what can't we do when our educational work becomes more intensive and more systematic?

Rotary's greatest future good will exist in exact proportion to the degree of Rotary understanding in the soul of each man. Rotary will go forward in your city and mine only as we Rotarians understand it and intelligently practice it. Your club and mine will never reach their highest fulfillment of Rotary's great destiny until practically the whole organization is as well versed in Rotary teachings as that small nucleus is today. When that day comes each club will be a power in its city immeasurably greater than it is at present. There will be a solidarity of thought, a unanimity of purpose and a harmony of action which will carry the teachings of Rotary into every channel of life and indelibly stamp upon our modern civilization that motto, "He Profits Most Who Serves Best."

#### TRAIN FIRST—ACHIEVE AFTERWARDS.

Let us follow the example of every modern army. Let us train and drill and season the man before we put him out before the world to fight for his cause. We must get conviction in our hearts before we can intelligently and victoriously fight the good fight. Therefore, until we can drill our army for greater achievement, until we can face the world with a solid front of individual conviction, let us go a little slow with any plans which we may have in mind for charitable and civic work. Man education is our first object. It is the natural and logical point at which all Rotary work should begin. We owe it to ourselves first. It is a form of higher selfishness. "He profits most who serves best"—and he serves best who knows *HOW* to serve. Let us teach ourselves that we may the better teach.

Christianity has many activities, such as charities, missionary work, etc. These are not the philosophy of Christianity but the practice of it. Religious training had to come first. Likewise Rotary has many activities. They are not the philosophy of Rotary but the natural results of its practice. Our philosophy, like that of Chris-

tianity, has "grown hands and feet," as it were. It works. It is practical. It finds its expression in our meetings and public activities. But back of all these visible signs of Rotary is the secret source of our power, our growth and our enthusiasm. It is our principles. These are our guiding spirit, just as the philosophy of Christianity is the guiding spirit of the Church. Training in these principles must come first.

I shall not attempt to discuss here how much of Rotary's mission is civic or charitable in its character. But to those who especially advocate this very commendable work, I would like to say this: Rotary is first a man builder—then an organized power for public good. With *men* we can do anything we set out to do as an organization. **But we must have Rotarians first—not members of the Rotary club.**

Therefore, let us mark the sixth great epoch in our history and write opposite the name of this beautiful and inspiring city in which we meet the word *EDUCATION*.

If our next task is to teach, how shall we begin? Just as the professional teacher begins—by securing the concentrated attention of the pupils. Let us, then, to a reasonable and moderate extent, clear the way for the teaching of Rotary to Rotarians. Let us for a limited period, at least, modify any ambitious plans for the advancement of these public activities until we have girded ourselves about with this true armor of self-knowledge, of inner power. Then with the mighty forces of self-understanding and self-confidence permeating every rank and file of our organization, we can assume these tasks with that sense of mastery that comes of knowledge and admits of no defeat.

Isn't the surgeon who lets the patient suffer until the proper instruments arrive a more humane and more efficient servant than he who performs a faulty operation with painful after effects? Isn't the general who waits for reinforcements and then wins a decisive victory a greater strategist than he who rushes into the fray with great loss and only partial victory? Isn't postponement, or at least modification, of our charitable activities for a year or so amply justified by the greater accomplishment of these objects in the near future? Let us therefore take one step at a time. Let us begin at the beginning. Let us be thorough. Let us empty our hands as far as need be for the immediate present and bend to this first task of self-education.

To my mind Rotary is today in a position that is just a little dangerous. I am not an alarmist. But we are growing very large and we are growing very fast. Isn't our structure getting just a little top-heavy with ideas? Let us watch that the house of Rotary doesn't rack and twist with the weight of too much load on the upper floors as compared with the strength of its foundation stones. These new ideas are splendid in themselves. But let us not attempt to place them in our structure until we have started right at the bottom and built a great, solid, enduring foundation of knowledge.

#### THE LINE OF LEAST RESISTANCE.

This development of members into real, active, practicing Rotarians involves a problem in pedagogy. Because our class is composed of 20,000 men this educational problem may at first appear difficult of solution. It is true, we haven't children to handle at their formative, impressionable



period, but adults at the age of settled convictions and established habits of thought, men busily engrossed in the serious business of making a living.

But there is a line of least resistance in every problem. Our task is not so hard when we realize this one important point—that men are but boys grown up. In dealing with human nature our problem is to find the average man's psychological weak spot and there thrust in our educational virus.

What is the easiest way to induce a child to learn his simple philosophy of life—his golden texts and catechism? By giving him a reward—something tangible, that he will treasure and proudly show to his playmates. What is the reward for the young man at college? A diploma and a degree. Of course, some would work just as hard without these rewards but not all, by any means. These credentials for proficiency furnish incentive to all and satisfy that natural human desire for recognition or approbation. We Rotarian business and professional men are the selfsame children and students who not long since eagerly sought these rewards. We are but a few years older.

#### A ROTARY DEGREE FOR ADVANCED LEARNING.

The Iron Cross of Germany, the Legion of Honor of France and the Victoria Cross of Great Britain are of little intrinsic value, but we all know what these symbols have caused men to do and endure. In educational institutions, in the church, in the army and in secret organizations, the symbol of merit for work well done has ever played an important part. Because it responds to one of nature's deepest instincts.

This desire in man for the symbol of accomplishment, this satisfying of his commendable vanity, is the line of least resistance along which I propose that we educate and transform our entire membership from partial Rotary knowledge, from inactivity and disinterestedness, to the fuller knowledge and more intensive practice of Rotarian principles.

I therefore propose that Rotary confer an educational degree on every member who shall fulfill certain requirements in the way of study and reading. By conferring this degree, Rotary will, I believe, accomplish by one stroke and in a surprisingly short time that greatest of all our forward steps—universal understanding and support of Rotarian principles by our members.

In adopting this method we shall have enlisted on our side two very powerful laws or traits in human nature which will help us to speedily gain our object. The first trait I have sufficiently explained heretofore—the love of approbation in us all. The second is the law of human rivalry. Let us see how our degree method will enlist the forces of this second law.

Suppose that thruout Rotary announcement were made that the degree was open to applicants. Wouldn't you men who are delegates here today be among the first to apply? Wouldn't every club president immediately set out to gain that degree? Wouldn't every vice president and director quickly follow? And wouldn't every one of that group of earnest workers in your club soon be in line for it? The minute one man takes this degree and receives his credentials he is distinguished from his fellows, he bears a title and a symbol of higher accomplishment in Rotary learning.

Here the law of human rivalry begins to work. No sooner have ten men been thus elevated above their comrades than twenty more are asking to be entered for the degree. The club soon becomes divided into two groups—those who have progressed into higher Rotary and those who still stand without the portals. This doesn't mean a class or caste distinction, because all who are eligible may voluntarily enter into the higher rank. The member may exercise his choice, but, urging and swaying his choice, is that indwelling sense of rivalry which spurs the aggressive man on up to the level of his neighbor.

It is my belief that if this degree is properly developed and introduced our love of achievement and our spirit of rivalry will do the rest and we will accomplish quickly and thoroughly what our present educational methods are accomplishing but slowly and haphazardly. The degree furnishes an incentive which no amount of urging or persuasion will ever furnish, because it vibrates a sensitive chord in every human heart.

Thus, is it not reasonable to suppose that in the course of a year or so, ninety per cent of each club's enrollment would be spurred on through natural ambition to the same high appreciation of Rotary as today exists only among that small group in each club? With such results obtained, the local club would be a different organization—an organization fortified by understanding and conviction, unanimously supporting the principles and activities for which Rotary stands. **With such a club behind each president, what charitable undertaking is too ambitious for him to start, what civic work too great for men of such harmony of thought and purpose?**

How shall we develop this degree? What shall it consist of? In making the following suggestions, I realize that my general idea is such a radical departure from present practice that the most careful consideration must be given it and that the action of many minds will undoubtedly refine and perfect it in ways which I cannot now see clearly.

It should be an educational degree, pure and simple. It should not be a reward for services rendered the club nor for efficient performance in office. It should be conferred for one thing only—advancement in learning, the same as the bachelor's and doctor's degrees in our colleges.

It is my idea that no person should be eligible for the degree until he has been a member of the club for a certain period—perhaps six months, perhaps a year. This provision is for the purpose of seasoning the new member and giving him preliminary experience in Rotarian fellowship and practices. Rotary is but slowly grasped by the most adept students and time should be allowed for proper assimilation of the general Rotary idea. Furthermore, I think the requirements of the degree should not be too difficult. Its attainment should not consume too much of the busy man's time and should be made as attractive and entertaining as possible.

#### THE BOOK OF ROTARY.

Considerable thought has been given to the form the educational course should take. After considering various methods I have come back to my original idea—that of a single, bound book—"The Book of Rotary"—being a collection of the writings and speeches of our foremost thinkers, whose interpretations we have accepted as standard.

These men have given us the gems of Rotary thought. They have turned the light on Rotary's many sides, from many different personal viewpoints and experiences.

During the past few years there has been produced a brilliant array of articles and addresses from which can be chosen a group of the most noteworthy contributions—those which stand out prominently for their adherence to our accepted principles, for their practical helpfulness and for the variety of their application.

By careful study of the needs of such an educational course the compilers can, I believe, readily put between the two covers of this Book of Rotary a complete expression of our Rotarian philosophy and objects, a brief history of the movement and other material which will suggest to the reader his duty to his club and to the International Association.

If such a result is possible, we can lay our hand upon this volume and say at last, "Here is Rotary"; we will at last have taken the greatest and most far-reaching step in our history and laid an enduring cornerstone upon which to build a greater and grander Rotary.

As this Book of Rotary will stand before the world as the fuller expression of ourselves and our philosophy, its preparation must be approached with a keen sense of its importance. The greatest care must be exercised in the selection of articles, in editing out of them such parts as are treated elsewhere or are irrelevant, in fully covering the wide field of Rotary and in arranging the subjects in such order as will lead the reader on and up to a natural and effective conclusion.

In the course of preparing this paper, many articles have suggested themselves to me as being eminently suitable for the purpose. Further search has revealed many more. But I did not realize what a splendid collection we have to choose from until early in June I received from Editor Perry a long list of articles which he had laboriously selected from the files of THE ROTARIAN on Memorial day morning. I had talked this degree matter over with Perry several times. In my heart I had hoped for some suggestions from him in regard to the best articles. Therefore, I should not have been surprised at this voluntary aid from him, for it was characteristic of the man, but nevertheless it came as a very pleasant surprise and a great help.

With the aid of these selections by Perry, I have compiled quite a list of articles which furnish splendid material from which to choose. As the titles to these articles do not convey their full import and as the reading of them will take some time, I shall not make them a part of this paper, but shall turn them over to the proper persons in case the Association decides to go further with my proposal.

These articles cover a long period of time. Most of them have appeared in THE ROTARIAN but the thousands of recruits to Rotary during the past two years have missed much of our best literature, except that contained in the pamphlets sent out by the Secretary.

The Book of Rotary should be a handsome volume, solid, dignified and of artistic design and typography. It need not necessarily be expensive. It should be characteristically Rotarian in design and treatment. Pictures of the various contributions should be given. The best of paper and

binding should be used to form such a volume as would grace the library of the most fastidious Rotarian and would be shown with pride to his friends.

Please bear in mind that this proposed book is not a Rotary Bible. Don't, under any circumstances, construe this suggestion as a move in the direction of formalism or dogmatic limitation of our beliefs. Since Rotary is intensely democratic, without mystery, form or ceremony, this Book of Rotary must be as free from the suggestion of dogmatism as it can be made.

#### OBTAINING THE DEGREE.

As to how the degree should be secured and conferred, the following rough outline is submitted as a suggestion:

1. After publication of first edition, International Headquarters would supply each club with printed application blanks for eligible members to fill in and return to the Secretary's office. These blanks would state that the applicant desires to extend his Rotary learning and take the degree, that he will read the entire book within sixty days, whether or not he has previously read any of the contents elsewhere, and that his check is enclosed to cover cost of the book and a diploma or certificate.

2. International Headquarters forwards book to applicant. Here the question arises as to whether the applicant should not be subjected to an examination before receiving the degree. If the examination is deemed too laborious a proceeding, the applicant could sign a printed form stating, on his honor, that he has carefully read the book—his signature being attested by the club secretary.

It would seem, however, that an examination is necessary to the fullest efficiency of the plan. It would compel the reader to study the book with much greater care and to thoroughly grasp each point before proceeding, whereas, without the examination he would be tempted to skim thru hurriedly—especially in those parts which he may have read previously.

Oral examination by a local degree committee would involve its members in considerable labor and would have to depend for its success upon the ability and knowledge of the committee. It has an added weakness in that it would have a tendency to establish different standards of proficiency in the various clubs.

The best plan seems to be that of a standard printed set of questions issued from International Headquarters with the book. These questions could be so arranged that the applicant would have to express himself on every important phase of Rotary teachings and in doing so give evidence as to the thoroughness of his study. The writing of these answers would compel the applicant to concentrate and would more firmly impress the teachings upon his mind.

The weakness of this plan seems at first glance to be the temptation for one man to lend another his answers—an old school trick—but I believe the honor system will readily prevent this, if such a precaution among Rotarians is necessary.

Under this plan the applicant would fill out the examination blank, sign it, have it approved by his club president and return it to International Headquarters. One man in the Secretary's office, trained in this work, could pass upon these examination papers and turn them over to the Secretary for approval or rejection.

3. Upon approval of the paper, International Headquarters forwards to local Secretary a small diploma or certificate engraved on parchment paper and bearing the seal of the International Association. This will state in suitable language that the degree has been conferred upon the applicant in consideration of his special efforts toward a fuller knowledge of the philosophy and principles of Rotary. If the process is not too laborious, it would be well for this certificate to be signed by the International President, attested by the International Secretary and again signed by the local club President and Secretary. Each certificate should be numbered as it is issued so that Rotarians may take pride in getting as low a serial number as possible.

Provision should be made in the front part of the book for pasting in the certificate, upon receipt by the owner. This would keep the certificate and the book together and would add to the value of the book in the owner's estimation. Objection may be made to this idea by those who would desire to frame the diploma, but this is a detail which can doubtless be worked out satisfactorily.

4. The degree should be conferred by the local President with some simple ceremony before the assembled club. As this is purely an educational degree, as Rotary is non-secret, and as there is no vow or obligation required, any initiation or ceremonial other than the simple conferring of the degree would be contrary to the spirit of our organization.

The future development of Rotary thought will undoubtedly produce new and advanced interpretations. It would therefore appear that the present proposed educational degree may, in the course of time, be found inadequate to fully express Rotary philosophy at that time.

It seems to me that this problem may be solved by the addition at various periods, say five or ten years, of subsequent advanced degrees and the compilation of new volumes supplementing the First Book of Rotary. If such future educational work is found necessary the member may take the degrees in their order and perhaps in the course of his life assemble a small set of Rotary volumes. If such a library of Rotary philosophy ever comes into being I believe it will rank as one of the most notable contributions to our social and commercial evolution and will have rendered the cause of civilization a great and honorable service.

There are still numerous details which I have not covered and which I do not consider necessary to this purely suggestive discussion of the subject. There is the question as to what title should be conferred with the degree, that of whether a special insignia should be adapted, and many others which will doubtless occur to other minds.

In giving you my ideas of *An Educational Degree in Rotary*, I have been actuated by two desires; first, to make Rotary a more efficient working force for commercial and social betterment; and second, to lead thousands of our brothers into those joys and beauties of Higher Rotary which they are now missing. My aim has been to point out the need of a thoroly organized educational system and to suggest in a general way an effective method of operation. I realize that these ideas are in crude shape and reflect but the limited viewpoint of one man's mind. They are turned over to this Association for what they are worth, with the hope that when subjected to the concentrated analysis of many bright minds and further perfected, they may result in a movement that will render true service to the cause so dear to us all.



The Cincinnati "Bunch" that won the Attendance Cup at the San Francisco Convention. They were photographed on the steps of the Municipal Auditorium at Oakland just after the award was made. The handsome bald-headed man in the front center without a "Cincy" pennant is District Governor R. A. McDowell of Louisville.



## General Fund Cash Statement

### International Association of Rotary Clubs

July, 1915.

#### Statement of Cash Received and Disbursed During the Month.

Cash balance on 30th June, 1915.....\$ 4,935.38

#### Receipts.

Account per capita tax .....	\$1,673.57	
Account subscriptions to THE		
ROTARIAN .....	1,273.75	
Account donation fund .....	416.00	
Account advertising in THE		
ROTARIAN .....	2,188.38	
Account interest allowed by		
bank .....	30.63	
Miscellaneous .....	64.89	5,647.22
		<hr/> \$10,582.60

#### Disbursements—The Association Ledger.

Headquarters' office.	\$1,156.75
Convention, 1915 ...	1,825.68
1914-1915 business .	140.99
Suspense .....	16.00
Weekly Letter, Stunts,	
The News Bureau	39.22
Memoership cards	30.05
Exchange on Brit-	
ish money order	.22 \$3,208.91

#### Disbursements—The Rotarian Ledger.

Editorial and over-		
head .....	\$ 825.10	
Advertising depart-		
ment .....	446.95	
Mechanical produc-		
tion .....	57.34	
Circulation depart-		
ment .....	56.68	1,386.07
		<hr/> 4,594.96

Cash balance on 31st July, 1915 .....	\$ 5,987.62
On deposit in Union Trust Co. Bank ..	\$ 5,787.62
On hand in petty cash .....	200.00
	<hr/> \$ 5,987.62

A correct statement:

CHESLEY R. PERRY,  
Secretary.

The bank statement of the Union Trust Company Bank for July shows that there was on deposit July 31, 1915, to the credit of the International Association of Rotary Clubs, \$7,517.03.

R. F. CHAPIN,  
Treasurer.

N. B. The difference between the Secretary's statement and the Treasurer's statement of amount on deposit in bank is caused by outstanding checks and by interest allowed by bank but not yet entered on Secretary's books.

August, 1915.

#### Statement of Cash Received and Disbursed During the Month.

Cash balance on 31st July, 1915 .....\$ 5,987.62

#### Receipts.

Account per capita tax .....	\$2,774.54	
Account subscriptions to THE		
ROTARIAN .....	3,116.83	
Account advertising in THE		
ROTARIAN .....	892.11	
Account interest allowed by		
bank .....	19.85	
Miscellaneous .....	69.40	6,872.73
		<hr/> \$12,860.35

#### Disbursements—The Association Ledger.

Headquarters' office	\$.946.34
Convention, 1915 ....	804.37
1914-15 business .....	154.75
President's office ....	108.37
Treasurer's office ...	7.50
First Vice-President's	
office .....	8.38
Second Vice-Presi-	
dent's office ....	3.22
Third Vice-President's	
office .....	3.22
Weekly Letter, Stunts,	
The News Bureau	231.20 \$2,267.35

#### Disbursements—The Rotarian Ledger.

Editorial and over-		
head .....	\$ 685.01	
Advertising depart-		
ment .....	401.77	
Mechanical produc-		
tion .....	1,535.95	
Circulation depart-		
ment .....	212.29	2,835.02
		<hr/> 5,102.37

Cash balance on 31st August, 1915 ..	\$ 7,757.98
Or deposit in Union Trust Co. Bank....	\$ 7,557.98
On hand in petty cash .....	200.00
	<hr/> \$ 7,757.98

A correct statement:

CHESLEY R. PERRY,  
Secretary.

The bank statement of the Union Trust Company Bank for August shows that there was on deposit August 31, 1915, to the credit of the International Association of Rotary Clubs, \$11,013.89.

R. F. CHAPIN,  
Treasurer.

N. B. The difference between the Secretary's statement and the Treasurer's statement of amount on deposit in bank is caused by outstanding checks and by remittance in transit.



# Rotary Fellowship

Being a discussion which followed the address on this subject by Rotarian Charles Henry Mackintosh at the San Francisco Convention.



VERY full discussion followed the reading of the paper, "Rotarian Fellowship; Its Content and Extent," by Charles Henry Mackintosh of Duluth, at the San Francisco Convention, this discussion evidencing the great interest aroused by the beautiful and very important address. This address was published in full in the September issue of THE ROTARIAN, but a few extracts are reprinted in this issue to serve as an introduction to the report of the discussion. Rotarian Mackintosh likened Rotary to the weaving of a beautifully colored design across the grey and somber web of business and society. He said in part:

"Our web of Rotary has been upon the loom throughout ten years of weaving. Surely it shall be possible for us to gain some conception of our destiny from a consideration of the unfolding curves in our design. Before the beginning of our Rotary design the same web of common tasks lay stretched across the loom because these tasks are eternal even as the human society in which they are the groundwork is eternal. Society cannot continue without individual service nor can service succeed without a society to serve.

"But before the beginning of Rotary the flaming colors in the fabric of society were not fashioned upon these threads but upon the borders and the fringes. All grey was the warp of service and greyer yet the interpassing weft which was the lives of all who served. Business was a solemn and a dreary thing in those days and men did not come to it with joyous and uplifted hearts to fill it full with splendid color.

\* \* \* "When Paul P. Harris and his Chicago companions conceived the idea of fellowship between men as business men, the first few colored threads flashed into that design which is Rotary.

\* \* \* "Hate and Greed are twin offsprings of Ignorance; they cannot continue in the light of fellowship. \* \* \* Fellowship is an antidote to Greed as well as to Hate, because in fellowship our mutual dependence is made plain to us. And in fellowship we find the dominant color note in the design of Rotary.

"Now Rotary fellowship, like charity, begins at home, it finds its first and truest expression in a sincere desire to know our fellow members in our own club and to know them in the very fullest meaning of the word, to share their dreams and their disasters, to rejoice at their attainments and to sorrow with their afflictions, to call each by the simplest and sincerest name in human speech: Friend.

\* \* \* "The fabric of our past is grimed with Greed and blood-shot with Hate. What have not those twin passions done to hinder and hold humanity from that haven of happiness awaiting all who will but learn to live under the law of service. And the very first lesson in the book of service is fellowship.

"Rotary enjoins us then, first, to weld strongly the bonds of fellowship between ourselves and our business brothers that we may come to learn that there is no worth while labor without love and that there can be no worth while love which is not expressed in labor. Herein we have the error of pre-Rotary fellowship; in that they were fellowships of the idle hour and not of the busy day.

\* \* \* "Rotary is not an end but a beginning. It is the laboratory in which we bring the fires of fellowship to bear upon the quartz of common tasks and draw from them the pure gold of splendid and unselfish service."



Charles Henry Mackintosh at San Francisco.

## Discussion Following Address

By H. R. BASFORD, San Francisco.

I listened to our brother's talk very attentively, and it occurs to me that there are different phases in the fellowship of Rotary. One of those phases, and to my mind the phase that will appeal to Rotary, and that will keep Rotary, and that will expand Rotary, is fellowship in the International Association.

Fellowship—just think that over in your mind, what it means. Our speaker has told you largely, but no man can ever explain that word. It is like the conscience. It is felt, it goes out, but it is something that you cannot express. It is greater than mere human language can express.

Now, I am going to take the negative idea. I am going to suppose, for a moment, that we had no Association. If you will follow me, I will try to picture what Rotary would be if there were no Association. In the first place, we would not be here. The hundreds of men that some of you probably know outside your own cities, you would not know. Now, then, can you imagine such a desolate picture today in Rotary?

Therefore, we will take it for granted that some center of interest is needed. What we do need is a center of interest. What will help this movement? We must have a unity of purpose. We cannot have that without an association. We must have a

source for the dissemination of ideas. Where would we get it if we did not have an association?

We must have education in this God-given world movement. We must have advice, and that advice must come from the stalwart. I need not name them to you for you have heard them and you have loved them. We must have guidance. Guidance and advice may be similar, but advice tells you and guidance stays with you and carries you forward and leads you by the hand. Therefore, we must have guidance. Who is to guide us? I will not take up the time to mention them, because you have them in your own club and in the International Association.

We all need a wider acquaintance. It was truly said yesterday that a man's success in life is measured by the number of men that he can bring to himself in acquaintance, and impress favorably about himself. Rotarians have made priceless friendships. Is there a man here who is interested in this movement, who has corresponded with others likewise interested, who does not know of the many priceless friendships that he has made? Generally, the most priceless thing in my life, speaking personally for a moment, is the priceless friendships I have made. I maintain that such priceless friendships would never have been given to me (except in a local way) if it were not for the International Association.

There can be no spread of Rotary without the Association. There would have been no growth of Rotary without the Association. There could have been no state and no city or world influence for Rotary except through the Association. There could have been no forward movement toward the realization of practical ideals except through the International Association. There could have been no study of Rotary such as Glenn Mead has made except through the Association.

By **GEORGE E. LEONARD,**  
Jacksonville, Fla.

I feel that our International Association is greatly indebted to Charles Henry Mackintosh for his wonderful and inspiring address. I knew when Charles Henry Mackintosh was on the program that there would be something worth hearing. I am glad to say that in attending former International Conventions I have heard inspiring addresses, but none more beautiful, or none which more particularly exemplifies the true spirit of Rotary, than this address of Mr. Mackintosh's.

Perhaps the thing that is most evident to us is our fellowship in the club. What is it? To me it is that mysterious link that binds each Rotarian in closest unity to all the brothers of his club. Why is it that members often tell you that the spirit of Rotary has bound them to their fellow members in ties more adamant than those of any other or-

ganization, regardless of its great age, romantic ritual or solemn oaths? To me this is the ever-growing mystery of Rotary in our wonderful world of mystery.

Ask the wizard of Menlo Park the secret of electricity and he will tell you that he does not know. Ask Newcomb to explain the origin of the aurora borealis that throws upward its myriad millions of flashing rays to adorn our northern skies, and he will answer that no one knows. I have seen a drunken inebriate stagger into a city rescue mission, and, touched by the spirit of the loving Christ, arise and give his testimony of redemption. I have seen that same man go forth into the world a transformed being and useful citizen.

So it is with the spirit of Rotary; it is one of the beautiful mysteries of life, which we can see and feel, but cannot understand. It is this mysterious fellowship or friendship, if you please, that to me is the most wonderful flower in the garden of Rotary. It blooms for everyone who is willing to reflect its beauty in the warmth of its extended hand.

Gentlemen, to me if Rotary stands for anything, it stands for real and everlasting fellowship and friendship. If my fellow Rotarians are my friends, I can ask for nothing more, for that alone is all-embracing. Fellowship, real Rotary fellowship, writes our faults on the tide-touched sands of the seashore and carves our virtues on the everlasting bronze of the ages. It places our failures on the shelf of oblivion and plants our success in the garden of life.

Friendship, real Rotary friendship, is for us all in all. In the radiance of its beauty, hatred, jealousy and slander wither like the frosted leaves of the forest, and charity, faith and justice bear flowers and fruit throughout our lives.

Fellowship, real Rotary fellowship, will unite us in ties so strong that death alone can sever, and then fond recollection picks up the broken strands and welds them into a golden chain that binds the living to the memories of the dead.

Unless we have such fellowship, or strive to achieve it, then the Rotary seed has fallen upon barren soil; or if we have it, or if in our human frailty we are striving for it, then the principles of Rotary are the greatest influence in our lives.

By **E. LESLIE PIDGEON,** Vancouver, B. C.

I just want to say a word in discussing this subject of fellowship in the local club. I believe it is one of the great forces for the betterment of business life and individual character. One of the great reasons for fellowship within the club is this: That we always act largely when we place our actions under a sufficiently wide context. It is



Sioux City delegates to 1915 Convention.

At the top from left to right are District Governor John O. Knutson and President J. H. Whittemore. In the bottom picture are, in same order, Secretary Paul C. Howe and J. R. Perkins.

much easier for you, or for me—in fact, any of us—to go away by ourselves, and think or plan or do a small thing, than it is for us to come up here and propose a small thing to a convention. That just shows you that the man who does wrong is very liable to separate himself from his fellows—he fears to place his action in the context of society in which he lives.

I will illustrate that. A friend of mine was up in a mining camp in our north Canadian country, separated from the officers of the law, and he was telling me afterwards of the conditions there and the type of men that gathered in there. I said to him, "What in the world did you do with the administration of justice under such conditions?" He said: "It was a strange thing, but practically every man in the camp, left to himself, would have stolen anything from his neighbor, if he got an opportunity, but when we gathered together in a confab to settle a dispute between one and another, I never knew of these men asking anything but what was right."

That illustrates my point, that whenever we place our actions in the wide context of society, then we act easily.

Might I just say this thing, before I close? The next thing in our fellowship is that it gives us an opportunity of finding the many things that bind us together. You know there are a number of things that unite us, and then there are a number of things that separate us. When we go away by ourselves, that is liable to draw our attention to the things that separate, rather than the things that unite us together. Now, our attention is called to a hundred things that unite us to one thing that separates us, and we should all think of the things that unite us, instead of those things that separate us.

By TOM B. BRIDGES, Oakland, Cal.

Whenever it comes to a discussion of the subject of fellowship in Rotary, I do not have to be urged, as was the man who was called in to perform a little operation upon a boy. As the story goes, it seems that Johnny had taken a notion to use his stomach instead of a savings bank, or at least, during one of his practices in economy, he swallowed a dime. His mother called in a doctor, and the doctor worked over Johnny for a very long time, without getting the desired result, and it began to look very much as though Johnny would have to give up the ghost. Finally, the doctor stepped over to the window, looked out, and right across the street he saw a beautiful building, a church building, on the corner, and next to that church was a magnificent mansion, and down the steps of that mansion there was walking a man with a high hat on, dressed in very fine clothes. He called to the man to come up very quickly, that he had a service there that he would like to have him perform. The man finally came up, and said:

"What do you want?"

"Get busy right here on this little boy," the doctor said, "he has swallowed a dime, and unless it is recovered he is liable to die. Get busy."

The man replied, "Why, what do you mean?"

The doctor said, "Never mind! Go ahead! Get busy."

The man protested:

"Why, I don't know!"

"Never mind, get busy," repeated the physician.

Finally, after some further conversation of that kind, the man got busy, and in a short time the dime was recovered.

The man asked, "Why did you call me in here to perform this operation?"

The doctor replied, "Well, I looked out across the street there, and I saw a church, and came to the conclusion that if anybody could get that dime out of that boy, a Methodist minister could do it."

"But," the man said, "my dear sir, I am not a Methodist minister."

"What are you?"

And the man replied, "I am the internal revenue collector."

Speaking of fellowship, I am inclined to get a little serious about it, because it is a serious matter with me, and I have to tell some kind of a story so as to jolly myself up about it.

Of all the beautiful things that come to us from Rotary, it seems to me that fellowship is the most beautiful of all. We are all more or less aware of the importance of fellowship in Rotary, but some of us have not analyzed it to its fullest extent. We have not stopped to give a thought as to why fellowship is so prevalent in our local clubs, nor why it continues to prevail to a greater extent in our organization than in any other similar organization in the world.

There has been a great deal of discussion as to what Rotary really is, whether it is religion or not, but whether it is religion or not, I do know this, that men are loyal to the principles of Rotary, and they never miss an opportunity to participate in the good fellowship that we find in the club.

There is just one more thought that I wish to leave with you in regard to the matter of furthering the principles of Rotary and spreading the gospel of this splendid fellowship that we find in Rotary. The idea is this: that we should form the habit and establish the practice of calling brother Rotarians by their first names. Our parents gave to us in childhood a name that they wished us to be known by. From childhood we have been accustomed to being called by that name, by those in intimate association with us; therefore, why should not our brothers, when they are addressing us, call us by our first names?

I am willing to admit that in our club it would not seem quite right for us to call our minister by his first name, but at the same time I am rather inclined to believe that at times his first name would sound good to him, provided it had the ring of genuine friendliness and good fellowship in it.

No one of you here today thinks any the less of our International President because we sometimes call him "Frank." There is not a man among you who does not feel better when you can walk up to a man like Robert Cornell, grasp him by the hand and call him "Bob." I would suggest that on your nameplate, instead of putting your name as "Mr. J. W. Borroughs," that you put the name "Joe Borroughs," and in giving the greeting, the Rotary greeting, you shake him by the hand and say, "Hello, Joe." By doing that, gentlemen, you will contribute something to the good fellowship of the club.

By NOEL H. GARRISON, Stockton, Cal.

I congratulate myself and each and every one of you, not only upon being Rotarians, but upon being members of this 1915 convention, and particularly



upon having had the pleasure and privilege of hearing this inspiring address by Charles Henry Mackintosh of Duluth.

I feel that this probably is one of the greatest conventions that not only has ever been held, but probably that ever will be held. Secretary Perry predicted at Chicago in February of this year that it would crystallize the conception of Rotary and would give to the world the first satisfactory answer to the often heard question, "What is Rotary?" This answer, however, must be tentative. As Rotarian Wells has said: "What you may adopt today will not be sufficient for tomorrow."

Rotary lies in the future, and not in its past. Rotary is pregnant with great possibilities, and the best is yet to come. I have great faith, not only in its ultimate development, but its present usefulness. Rotary is not a circumscribed institution with traditions. It is not one to be limited. Rotary has not sprung Minerva-like, full grown into being. It is a creature of gradual evolutionary growth. Why the very motto, which is the touchstone of Rotary philosophy, as you well know, was not adopted until six years after Rotary was founded, at the Portland convention, in 1911.

While Rotary is fraught with great possibilities, and while not one of you, in your fondest imagination, could picture what Rotary is yet to be, I am very strongly convinced that the two foundation stones will have to remain: "Service and Fellowship"—service through fellowship, and fellowship through service. It took fellowship to prove to the sceptical world that that was possible which had been thought impossible. This golden rule of Rotary applied to business will not revolutionize business, but it will recreate man himself in the process.

Do you ever stop, in your spirit of reflection, to try and separate the things which are tangible from the things which are intangible, try to separate the things that are really worth while from those that are not? If you do, and apply the test in the last analysis, you find that the things that are really worth while are the two Rotary principles, service and fellowship.

*"Of all the gifts which mortal man  
commend,  
What trusty treasure in the world can  
countervail a friend?  
He waileth at thy woe, his tears with  
thine be shed,  
With you doth he each  
joy enjoy, so lief a  
a life is led.  
Behold thy friend and  
of thyself a pattern  
see,  
One soul, a wonder shall  
it seem in bodies  
twain to be,  
In absence present, rich  
in want, in sickness  
sound,  
Yea, after death, alive,  
mayest thou by thy  
sure friend be  
found."*

By **ROB ROY DENNY,**  
Chicago.

I think that we all admit that the fundamental

question about Rotary today is this question of fellowship. When we were all young and were asked to join the church, we were told that we would accept salvation by faith, and as we were all young, it was very hard for us to understand what that meant. To come into the church and accept the responsibility of a church membership upon faith was a pretty severe tax upon the imagination of a young person. I think it was so severe or has been so severe that it has been hard for us to join churches.

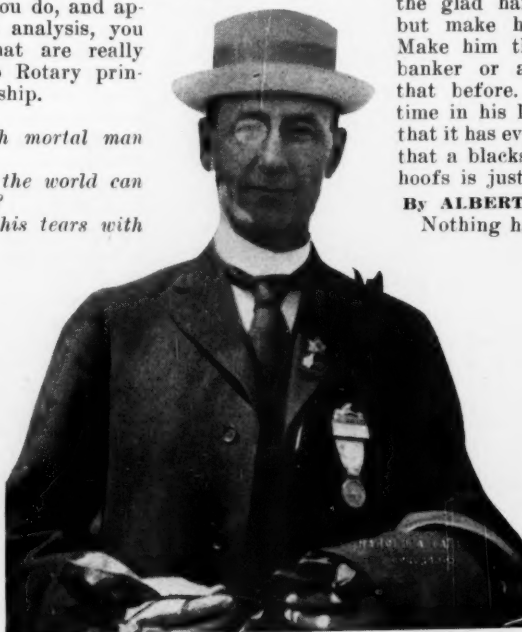
Now, I think that we want to avoid the making the joining of the Rotary club a hard thing for the new member. I think we want to avoid having him come in too much on faith. I think there are a great many members who have been asked to join the Rotary club, and they did not know what it was or why it was, but they came in because their good friends asked them to come in; they came in on faith. After they got on, they were asked: "What is Rotary, and what does it lead to, and why does it exist?" And still we have been giving them this faith doctrine, and telling them to wait.

Now I think, that in lieu of any other good reason why a man should join Rotary, one is the fellowship part of Rotary. I think that the practical side of this fellowship might be brought out in general assembly. I think that the process of getting a man into the Rotary club should be thought out pretty thoroughly, and that he should not simply be asked to join, to have him come up and forget himself there. Start with this fellowship life as soon as he gets in; start it right.

I do not believe in any ceremony about joining the Rotary club; that is, any initiation, riding a goat, or anything of that proposition; but I do believe that the man should be brought up in front, and should be given a prominent place in the first meeting that he attends, and his name be well known by those who are present. Don't simply say: "Jim Jones, blacksmith," and then give him the glad hand and let him sit down, but make him think he is a prince. Make him think he is as good as the banker or anybody. He never knew that before. It is probably the first time in his life perhaps, in some cases, that it has ever been brought home to him that a blacksmith that hammers horse's hoofs is just as good as the banker.

By **ALBERT EHRGOTT, San Francisco.**

Nothing has been said concerning the relationship of Rotary to other organizations. If the principles of Rotary are good for us, and we are fully convinced they are, then they ought to be good for other organizations. It seems to me that as far as possible we should coöperate with the chamber of commerce and the commercial clubs, the Ad clubs, and the Young Men's Christian Association, and the churches, so far as possible, in injecting into them the high principles of Rotary,—service and fellowship.



E. Leslie Pidgeon, Vancouver, Third Vice-President I. A. of R. C., snapped at the San Francisco Convention by Rotarian Taylor of San Diego.

# Rotary Publicity

## Discussion on Report of Committee on Publicity and Information



AFTER the reading at the San Francisco Rotary Convention of the Report of the Committee on Publicity and Information, Sam H. Cook, of Syracuse, Chairman, a most interesting discussion followed. The report of the committee was published in full in the September issue of *THE ROTARIAN* and the discussion was reserved for the October issue.

The committee's report took up the subject in great detail. It discussed those Rotary activities which may be expected to furnish good "copy" for newspapers; it re-affirmed the report of the committee at the Houston Convention that publicity to a reasonable degree is a stimulant to the interest of the club members in the local club and gives it a better standing, particularly if engaged in community constructive work.

"It is the consensus of opinion of all Rotarians generally," the report says, "that publicity should be sought only in exceptional cases. Practically all of the secretaries who

have reported agree in this. \* \* \* All but fifteen of the secretaries reporting declare it their opinion that the affairs of their clubs have received what they consider proper newspaper notice.

"No organization is so frequently afforded the opportunity of being favorably brought to the attention of the public as our own through the addresses which are generally delivered before the various clubs by this or that man of note. \* \* \* But there is a class of publicity which verges almost on notoriety—the newspapers sometimes emphasize too strongly—and we refer particularly to the stunts with which the programs of many of our meetings abound."

The question of special Rotary editions of newspapers was discussed at length and while there was reported a wide divergence of views on the part of the clubs as to the merits of getting out special editions and the committee rather inclined to disapprove of them the report concluded "of course, local conditions must govern in such cases."

## The Discussion

BY GORDON L. GRAY, San Diego.

Wherein does Rotary differ from other business organizations? Now, business organizations, I believe, can be placed in two classes—Rotary clubs in the first class and all other business organizations in another class. I think the line of demarcation is clear and distinct and that all other business organizations differ essentially from the Rotary club. All of us, probably, are members of other business organizations. At least, we are familiar with three or four other business organizations composed of business men interested in boosting or furthering the interests of their members or the interests of their community.

Some of these organizations are very limited in their membership, such as clubs composed of men in some one trade, as the clothing men, the doctors, the lawyers, the membership being confined and limited to men in that particular profession or trade. Other organizations, such as merchants' associations, are composed of business men in several trades, in several lines of business, and they, too, are limited, but less limited. There are, furthermore, organizations, such as ad clubs, with a limited membership, but less limited than the organizations I have mentioned, and last of all, we probably all are members of some one or more chamber of commerce, whose membership is limited only by the territorial confines of the community. These clubs are interested in boosting in

the first instance their trade, and in the last instance, their community.

Now, a Rotary club like these other organizations is also limited, but the basis of limitation is entirely different. A Rotary club is exclusive but the basis of exclusiveness differs from these other clubs. The Rotary club's exclusiveness is not based upon any one trade or profession. It is based upon merit and work, and that basis which makes the Rotary club distinct and different from every other business organization is one which we will clearly recognize. It means that in a trade organization the members are interested merely and solely in furthering the interest of the members in that particular trade or in raising the standard of that particular trade. But the Rotary club is interested in raising the standard of business in every line and in every trade and promoting the interests of every trade.

This limited membership has many results. To dwell upon them would take me far beyond the limit of my time. I might mention, however, two or three which stand out very distinctly. A representative of a trade in a Rotary club has back of him the representative men in every other trade in that community. He has back of him not merely the men in his particular line, which he gets from his smaller organization, such as the medical society, the clothing men, the lawyers' club, but he has

back of him the support of every representative man in every line of business in the city.

The Rotary club, in spite of the fact that its membership is so limited, is as democratic in its choice, in the composition of its membership, as any club in the community. It is as democratic as the chamber of commerce or as the ad club. Furthermore, by this limited membership, it is possible for representative men in each trade or business to come in to close contact with men in other lines of business, which is not possible with the organizations having an unlimited membership. This results further in a closer relationship.

I think the Rotary club has more of a fraternal and more of a brotherhood spirit among its members than any of these other business organizations which I have mentioned. The reason is that in these other business organizations there is always present the spirit of competition and of jealousy.

BY GEO. W. HARRIS, Washington, D. C.

There is such a thing as helpful publicity, and there is also such a thing as harmful notoriety. Let me say a word first as to harmful notoriety. There are two ideas that come to me along this line, but before I go further let me say that we Rotarians are judged not by ourselves or our fellow Rotarians, but by those who are not Rotarians and whose business is the same as ours, in the city, the same city, yes, on the same street; I would like you to keep this fact in mind as I proceed on the subject.

First, there is the harmful idea of exchange of business. I do not know of any idea in Rotary that does as much harm to a club so far as the good opinion of men on the outside of Rotary goes. as this idea, and I would like to attend a funeral of this dead issue at this convention and bury it for all time.

Second, the idea of a Rotary club ranking with the great civic bodies of our cities. So long as only a small portion of the business and professional men of every city can become members of Rotary, that long will it be harmful notoriety for our clubs to try and outrank the boards of trade and like bodies.

President Mulholland said, and in my mind said well, "That Rotary should be the errand boy in helping to do the work of those bodies." I am sure that, if the Rotary clubs take this position, which is really a true one, when you take into consideration the small number of the total business men and professional men in any city who can become members, then, to my mind, the second most harmful subject is removed.

Now, as to helpful publicity. The whole trend of the business world in the past few years, especially in big business, has been the idea of explanations of methods. What they do and how they do it. Now, it seems to me that, if our clubs begin to inform their fellow business and professional neighbors what they do and how they are doing it there will be no cause to explain why we do it, which has been the hard Rotary task of the past. We have been a little secretive with our work. Let us publish more frequently the good work we have in hand, telling our neighbors through the press what we do and how we do things.

I have a feeling about our club somewhat the same as I have about our average business man. Many of our most prominent business men, who spend hundreds and thousands of dollars every

year for newspaper advertising, are as shy as school girls when it comes to answering the questions of a newspaper reporter on a subject on which they are perhaps quite familiar, and oftentimes an authority. Not only do they overlook this opportunity to advertise themselves and their business in the news columns where space cannot be bought, but they incur the enmity of the reporter, who departs with the feeling that even if this man has built up a business, he is not a regular fellow.

The newspaper man is a person well worth cultivating and deserves the best treatment that any man can give him. His work is important to the community, and thus to you. You spend your money advertising your wares in his paper, and then the proper thing to do is to help, when the opportunity offers, to make his paper a good paper by giving him what he asks in the best manner you can.

In my own business, which is photography, I constantly run against men who dislike to sit for a picture and even after it is made object to its being printed in the newspapers. Of course many reasons occur to them why it should not appear, but to the man whose private life is above criticism there can be no valid reason why his picture should not be printed. In fact, it is an advertisement which he cannot buy with money and which is of inestimable value to his business.

Therefore, let us help ourselves by telling our story to the community through the daily papers, what we do and how we do it, for this is the most helpful publicity I know.

BY PAUL H. SCHOLZ, San Antonio.

Most of you business men here assembled now belong to commercial, fraternal or civic organizations in your respective communities, and you belong to the Rotary club, and you therefore know the difference between the ideals and practices of the Rotary club and the ideals, aims and purposes of the respective business organizations to which you belong.

It does seem apparent to all Rotarians, however, that Rotary differs from all other organizations in the fact that it stands for the ideals that the modern business man realizes must be upheld if our civilization is to be upheld.

Commercial organizations generally tend to deteriorate with age. Somehow or other, selfish interests prevail. They become the agencies or auxiliaries of existing political regimes, or they are broadened out by selfish property interests in communities. Internal dissension arises and sooner or later the purely commercial organization tends to degenerate and the ideals and ethics of it are lost sight of.

Rotary, however, is an organization that is founded in such a way that it is distinct and unique. It is formed in such a way that this evil will probably never exist within its ranks, for every business and every profession has equal representatives, and no business or profession has a special privilege. Therefore, Rotary had to develop along the ideal lines. You have made it impossible by the organization itself to allow any selfish interests to gain the upper hand.

It seems to me that Rotary came into existence just at a time when the business world was ready to change its methods of doing business, its ideals and its practices, and escape from the great evil which came about through cut-throat competition



in large business. The next step and logical thing was co-operation in business, and Rotary came in and took possession of the representatives of business, more so than any other organization that has come into existence, and brought about the idea of co-operation between business men and business interests. Then, to put on the cap stone of the organization, we seized possession of that great principle which was handed down by the Master himself when he said that he who would be the greatest must be the servant of all. We have taken that idea unto ourselves, and have paraphrased it into the motto, "He profits most who serves best."

Gentlemen, it seems to me that in these respects Rotary differs from other commercial organizations, and the hope of its continuance as an organization lies in the fact that we must be true to these ideals, and we must avoid the great rocks that have caused the destruction of other organizations in the business world.

BY E. LESLIE PIDGEON, Vancouver.

In discussing what was referred to in the last speech, that is, the relation of the Rotary club to other business organizations, or the difference, if you like, between the Rotary club and other business organizations, the idea I have to present is:

Every organization lives to serve, but to serve it must exist, and to exist it must pay. Other organizations, as I know them, deal primarily with existence and paying. Rotary, on the other hand, deals primarily with the service that is rendered by existing and paying.

BY JOHN O. KNUTSON, Sioux City.

The relation of Rotary to those outside of its ranks is something of great importance to us. Rotary has embraced ideas and precepts that are recognized as being vital in the maintenance of right relationship among men. Rotarians are men who have learned that success without honor is an empty achievement and that the possession of mere wealth is devoid of those elements that bring real happiness. Rotary has declared to the world "that no man can hold right relations with God (or himself) and wrong relations with man." Therefore, it is inevitable that the ministrations of Rotary cannot be confined to Rotarians alone. If Rotary is to survive, it must recognize its great responsibility which lies in its opportunity as an educator of all men and all institutions.

We may well ponder the fact that Rotary is a movement, more than it is an institution. For Rotary to boast of its ideals and of its philosophy of service, and at the same time to disregard its responsibilities towards those who come within its sphere of influence, would be evidence of a selfish and narrow vision totally unworthy of its declared principles, or a hollow mockery, a rank hypocrisy.

Rotary clubs everywhere must be exceedingly jealous of their standing in their respective communities; and in like manner the movement as a whole must have the high regard of the business and professional world, if Rotary's message is to be taken seriously, and if Rotary is to exert any influence whatever in leading others to an appreciation of its aims. Better that Rotary were never born than that the world be not made better, and the lives of men (not alone Rotarians) be not made richer because of its existence.

The relation that Rotary holds to those outside of its ranks is therefore a very important matter

for our consideration. It is for us to determine what that relationship shall be. Until Rotary had an influence the world cared little for what that relationship might be; but since Rotary, through its claims of lofty principles, its teachings, its ideals and its activities, began to exert its influence the world is very much concerned as to that relationship.

We reached that stage in Rotary's evolution some time ago, in some localities earlier than in others. The keen, alert minds in the world of trade are now frankly asking of Rotary: What are its aims, what does it propose to do? There is perhaps not a Rotarian in the world who has not been approached by someone desiring to know how he is concerned by, and how he shall concern himself with Rotary. Oftentimes these inquiries are prompted by jealousy and suspicion as well as by sincere interest or a desire to learn and be benefited.

Experience has taught us just a few primary rules governing the attitude that Rotary must assume towards those who are not enrolled on its rosters. These are some of them:

First, To recognize that the lofty principles espoused by Rotary do not belong to Rotarians exclusively, but are held in common by all men who seriously consider the welfare of their fellows.

Second, To exhibit our pride as Rotarians in a manner that will lead others to emulate our example as leaders in our respective lines and not in a manner that will provoke envy, jealousy or suspicion.

Third, To consider membership in a Rotary club a grave responsibility as well as a privilege, and to cause those in our respective vocations who are not Rotarians to feel that they have a worthy representative in this congress of trades known as Rotary.

Fourth, To extend our best service in our respective lines to all alike, whether we deal with members of Rotary clubs or not, and especially to avoid suspicion on the part of non-members that our policy as Rotarians will permit of our giving any unearned preferment or indulging in unjust discriminations.

Fifth, To enter actively into public affairs that come within the scope of Rotary's activities, always with a sense of our responsibility as the most broadly representative body of business men in existence, and never for the primary purpose of selfishly seeking praise or credit for ourselves as Rotarians nor for Rotary as an organization.

Sixth, To co-operate at every opportunity with other civic and commercial bodies in our respective communities in all worthy undertakings and thereby demonstrate that we are actuated primarily by the spirit of service and not by a desire for the applause of the public.

These general rules are susceptible to a vast elaboration, or they may be condensed into the most eloquent sermon ever delivered, and which was enunciated by the world's incomparable Servant when He gave us the Golden Rule. We can well say: Let us as Rotarians do unto those outside of Rotary what we would have them do unto us.

Finally, let Rotary take a stand before the world as the champion of commercial and civic righteousness, and Rotarians, educated and drilled in this atmosphere, will exert an influence for good far beyond their fondest dreams.

## Rotary Publicity as the Newspaper Man Views It

By F. G. Macomber

*Rotarian Macomber, President, Hartford Rotary club, was not at the San Francisco convention, but read the Report of the Committee on Publicity and Information in the September issue of THE ROTARIAN, and contributed the following comments:*

AS A newspaper man, I naturally read the report of the Publicity Committee, in the September issue of THE ROTARIAN, with considerable interest. It would be interesting to know how many, if any, of this committee are newspaper men; and how many of the various secretaries reporting have had practical newspaper experience. I should hazard the guess, from certain ear-marks of the report as well as many of the statements reported therein, that much of the stuff is based on the average layman theorizing rather than practical knowledge of the situation.

For instance: Considerable emphasis seemed to me to be placed upon the desirability of obtaining "an ocean of publicity" for what the club wanted and a withholding of that which the club concerned might regard as detrimental, or at least not beneficial to the best interests of Rotary.

Here is a direct tho naive suggestion that each club secretary, or club, shall practically reserve to itself the right to edit the local newspapers so far as Rotary is concerned. This is a privilege that I question if any editor, or publisher, whether he be a Rotarian or not, will accord to any club or institution. Incidentally, I might say that more than twenty years in the newspaper game has taught me that the organization that attempts to withhold certain sorts of news and give out other kinds is immediately regarded with suspicion in the average newspaper editorial room.

The explanation of this is simple: Despite the commonly entertained opinion that any fool can edit a newspaper; that it requires no brains to sift the wheat from the chaff of the copy that reaches the editorial desk; and that any boy with soulful eyes, a Windsor tie and a lead pencil is a full-fledged journalist; it after all requires years of training to "know" a real "news" item. The average man in the street would not know a news item if it hit him in the eye.

If you attempt to do the sorting, you will fail to give out the biggest "stories" in your club, and will hand out a wonderful mass of punk. The first time the local editors discover that your policy has beaten them out of a good story, while they were publishing yards of Rotary vaporings that, while possibly highly interesting to Rotarians, was of

small interest to the average reader, they will place your policy in the discard and commence to "dig" out their own Rotary news. The minute they do this your club always stands in danger of being misrepresented, because of necessity such stories come second-hand and not from an authoritative source.

Every newspaper man will bear testimony to the fact, for it is a fact, that the newspaper has to fight and fight mighty hard for 75 per cent of the news it prints that is really worth while. Every possible obstacle is placed in the path of the news-gatherer until he comes to look upon an obstacle raised against him as a sign-board reading: "I am hiding a good story. See if you can get it!"

The club that adopts the policy that appears to me to be at least suggested in this report will find that it is absolutely depending upon the good nature and amiability of its newspaper members to get any real publicity.

Rotary is either good and right, or it is wrong. If it is right, it has nothing to hide. Withholding certain phases of club activities from the newspapers intimates, if it does not actually imply, there is something to hide.

I have been president of the Hartford Rotary Club for four months, and I have much to learn, but I adopted the policy of welcoming the "scribe from the street" if the newspapers choose to send him to our meetings, and as yet Rotary is all the gainer locally. I may live to regret having placed faith in the men of my profession to the extent of playing with the cards on the table so far as our activities are concerned, but I do not believe I shall.

On the whole, I have found newspapers decent and clean and editors conscientious and honest. There are rotten newspapers and despicable newspaper men, but they are a mighty small percentage of the whole. Admit the reporters freely to club meetings if their city editors send them, and occasionally you may have a regret, but on the whole you will have more of clean, honest, helpful publicity for Rotary than tho you try to decide within the club meeting, "behind closed doors," what the newspapers shall be "permitted" to have.

### Apples of Gold

*To-day may be the closing of some life  
That touches yours, who knows? So friend,  
I pray,  
Lest one should go—having known naught  
but strife—  
Give him one rose of sympathy to-day!*

—Beth Slater Whitson.

## Trade and Professional Section Meetings at San Francisco



THE meeting of the trade and professional sections during the afternoon of the opening day of the 1915 convention at San Francisco were very successful in getting Rotarians from different sections of the Rotary world better acquainted with each other. All of the meetings were very helpful, and some of them were largely attended and inspiring. The meetings developed the fact that this field is only beginning to be cultivated, and activity along these lines promises much for the future. In fact, there were many who remarked that at future conventions the main sessions might well be devoted to the educational and inspirational, the trade and professional sections to the practical, business side of Rotary and the Round Tables to the problems of administration of the International Association and of the various clubs.

The opinion seemed to be almost unanimous that the plan of the trade section conventions should be radically altered and the meeting times scheduled later during the sessions, so that the delegates might have more time in which to become acquainted with others in their sections. This opinion was given expression officially in a resolution which was adopted by the convention that the trade and professional section meetings should be held at a model luncheon on the first day of the convention, at which each section should be seated together. This resolution was referred to the chairman of the 1916 program and topics committee. Such a plan, if adopted, would provide an excellent means for getting the delegates acquainted and for the representatives of each section to decide upon a place and time for a more extended business meeting.

The opinion was also expressed in a number of meetings that the chairmen of the various sections should begin work immediately to prepare for the 1916 convention, and that each chairman should prepare a short program. The attendance at the Cincinnati Convention in 1916 promises to be far larger than at any other Rotary convention, and it undoubtedly will not be a difficult task for the chairmen of the various sections to be assured of an attendance of a sufficient num-

ber in his classification to make a very successful meeting a certainty.

Here follows an account of the section meetings at San Francisco, upon which the International Secretary has received reports:



### Accident Insurance

The Accident Insurance Section meeting was held in the office of the Travelers' Insurance Company. Oswald Becker of Davenport was chairman, and C. Devens Holman of San Francisco secretary. There were six others in attendance, including William H. Stanley of Buffalo, William S. Essick of Harrisburg, H. M. Burgwald of Los Angeles, F. E. Walt of Lincoln.

The following topics were discussed:

No. 1—Present opportunities for Accident and Health business.

No. 2—How to create prospects.

No. 3—What part should the agent play in the presentation of a claim?

No. 4—Responsibility of an agent in proper classification of risks.

No. 5—Cause and effect of competition.

No. 6—Renewing Accident and Health business and how to maintain a low loss and lapse ratio.

No. 7—Selling arguments and methods.

No. 8—Salesmanship and sales arguments.

No. 10—Canvassing present policy holders for additional insurance.

William H. Stanley, President H. A. Webster Company, 204 Morgan Bldg., Buffalo, N. Y., was chosen for chairman for the ensuing year.

The report of Chairman Becker and Secretary Holman closed with the statement, "After a most interesting meeting adjournment was made and an automobile ride taken through the city of San Francisco."



### Adding Machines

This meeting was held at the Oakland Hotel, with D. E. Perkins of Oakland acting as chairman and secretary. The following topics were

discussed:

No. 1—Benefits of the adding machine to the employer and employee.

No. 2—Tribute to Wm. Seward Burroughs.

No. 3—No one should be employed on a task that a machine can perform.

No. 4—How to arouse the interest of the employer in securing more figure facts.

No. 5—Selling to the retailer.

It was suggested by J. A. M. Sexton of Sacramento that more interest be aroused in the local clubs and through THE ROTARIAN in the trade sections and their importance.





## Advertising Agencies

Jean Blum, chairman, convened the meeting at the offices of the Blum Advertising Agency, and S. M. Brooks acted as secretary. The following topics were discussed:

No. 1—Is the formation of a permanent association, composed of advertising agency members of Rotary Clubs, advisable, and if so what should be its scope?

No. 2—What can the advertising agency members suggest as a means of improving THE ROTARIAN and placing it on a better basis as an advertising medium?

Rotarians Jean Blum and S. P. Johnston were appointed a committee to perfect the organization of a permanent association, composed of advertising agency members of Rotary Clubs. The objects of this association shall be primarily to assist its members in a general business way along the broadest possible co-operative lines; that a central "clearing house" be established for the purpose of receiving and disbursing new ideas, suggestions, questions and other matters which may come up.

The following recommendations were made relative to improving THE ROTARIAN:

No. 1—To dispense with the acceptance of advertisements of purely a local character, as such advertisements do not pay the advertiser and give the readers of THE ROTARIAN the impression that they are complimentary, and therefore keep out the national advertisers, who rightfully belong in its advertising pages. *Editor's Note: It is and has been the policy of THE ROTARIAN to discourage any advertising of a non-profitable local character.*

No. 2—THE ROTARIAN be printed along the lines of "Printers' Ink," in one color, thus making it inexpensive to print and convenient to carry about. *Editor's Note: THE ROTARIAN always has been printed in one color except for the four cover pages.*

No. 3—That a competent editor be employed to edit THE ROTARIAN along interesting lines; the columns of THE ROTARIAN should be devoted principally to the various trades represented in the membership of various Rotary Clubs, by securing interesting articles which would be of general interest and devote but a small space to local club reports, etc.

No. 4—That the accounts of national advertisers only be solicited. *Editor's Note: It is and has been the custom of THE ROTARIAN to solicit only the accounts of national advertisers.*

The report of Chairman Blum and Secretary Brooks does not give the names or number of those in attendance.



## Assayers and Chemists

W. N. Forbes, of Houston, chairman of the Assayers and Chemists Section, was unable to attend the convention and requested C. E. Bogardus of Seattle to act in his stead. Acting Chairman Bogardus reports that there were only two assayers and chemists attending the convention, and that no formal meeting was held. He suggests that a number of classifications be grouped in meetings, so that a larger attendance will be possible, and that

in his section the time of the meeting should not be taken up with prepared papers, but could be more profitably utilized by an acquaintance feature and a general discussion directed by the chairman.



## Attorneys-at-Law

The Lawyers held a very interesting and helpful meeting at the St. Francis Hotel, at which Frank Higgins was chairman and William D. Kyser of Memphis was secretary.

A resolution was adopted authorizing the Chairman and Secretary to act as a committee to confer with the International Secretary and agree upon a plan for having a complete Roster of Rotary Lawyers published in pamphlet form and revised quarterly, to be mailed to each of the lawyers who are members of the various Rotary clubs; the Association to charge a flat rate for this service and the members present at the meeting to guarantee the Association against loss on account of the failure of any lawyer listed in the roster to pay his assessment.

A resolution was adopted providing that the Attorneys-at-Law Section form a permanent organization, consisting of a president, three vice-presidents and a secretary and treasurer (to be combined in one office); that the first vice-president be the attorney-at-law of the Rotary Club in the city where the next convention is to be held, and that the list of the officers, with their names and addresses, be printed at the head of the Attorneys-at-Law roster. The officers elected, following the adoption of the permanent organization resolution, were:

President Frank Higgins of Victoria.  
Secretary W. D. Kyser of Memphis.  
First Vice-President G. C. Wilson of Cincinnati.  
Second Vice-President E. L. Skeel of Seattle.  
Third Vice-President G. W. Muse of New Castle.

A resolution was adopted that the section go on record discountenancing the giving of any prizes or souvenirs by any lawyer in a Rotary Club at any entertainment as a means and for the purpose of advertising his profession.

A resolution was adopted authorizing the President to appoint Rotary members of the profession to write articles for THE ROTARIAN on such subjects as the President might deem best.

There followed a general discussion of Rotary and the relationship of the legal profession to Rotary and the best means of serving the individual clubs.

Those present were:  
Frank Higgins, Victoria.  
Thos. K. Smith, Syracuse.  
Gideon C. Wilson, Cincinnati.  
Wm. D. Kyser, Memphis.  
Geo. W. Muse, New Castle.  
Lee Riddle, Los Angeles.  
Albert E. Carter, Oakland.  
Harry Hertzberg, San Antonio.  
Edmund H. Abrahams, Savannah.  
V. J. Nesbit, Birmingham, Ala.  
J. Fontaine Johnson, Sacramento.  
H. C. Montgomery, Oakland.  
H. G. Moorhead, Omaha.  
G. L. Gray, San Diego.  
W. J. Wood, Los Angeles.

A. M. Free, San Jose.  
E. L. Skeel, Seattle.  
R. A. McDowell, Louisville.  
J. M. Geldert, Halifax (Court Reporter).  
H. W. Cowell, San Jose (Abstractor).



## Bankers

The meeting of the Bankers Section was very interesting, helpful and well attended. Those present were E. A. Brown of Sacramento, A. L. Camp of Ft. Worth, W. S. Clayton of San Jose, John S. Curran of San Francisco, R. F. Kloke of Omaha, Wm. C. Lovejoy of New Orleans, J. K. Moffitt of San Francisco and Frank Seed of San Francisco.

The meeting was held at the First National Bank Building, with Frank Seed acting as chairman in the absence of International Treasurer Rufus F. Chapin, the regular chairman.

A number of interesting papers, prepared for the meeting, were presented, including "Relation of the Employer to the Employee" by E. A. Brown of Sacramento; "The Country Bank under the Federal Reserve System" by A. H. Wood of Trenton; "American Rural Credit Banks—Plan Suggested by the Experience of a Rural Credit Bank at Joliet" by George Woodruff of Joliet; "Bank Advertising—Perusal versus Wastebasket" by F. M. Staker of Kansas City. The meeting recommended that these articles be published in THE ROTARIAN, if possible, either full or in abridged form.

After a short discussion concerning the lines of business which might properly be represented in the Bankers Section, a motion was adopted that the section include commercial banks, savings banks, trust companies, mortgage and loan companies, investment companies, building and loan associations and other financial institutions.

It was recommended that the meetings of the trade and professional sections be postponed to a later date than was selected for the 1915 convention in order to afford the delegates an opportunity to get settled and better acquainted and thus insure a larger attendance than it is possible to obtain on the first day of the convention.

It was also recommended that notice of the meeting places of the trade and professional sections given out at each convention embrace every classification, whether it has a separate meeting place designated for it or not, and that this notice should also show under each section where the classification is to meet.

The methods of stimulating interest in the meetings of the section were discussed at length, as was also the matter of arranging a suitable program for the next year's meeting.

Frank Seed, Mgr. Credit Dept., First National Bank, San Francisco, was chosen as chairman for the ensuing year, and John S. Curran, Humboldt Savings Bank, San Francisco, was chosen as secretary. It was felt that both officers, located in the same city, could work together to better advantage than if in different cities.



## Commercial Secretaries

A very interesting and helpful paper, "How a Commercial Secretary Can Use Rotary Principles and Practices in His Commercial Organization

Work," was prepared for the meeting of the Commercial Secretaries' Section by Rotarian Jas. R. Kinsloe, Secretary-Manager Association of Commerce, Winona, Minn. Mr. Kinsloe is an honorary member of the Harrisburg Rotary Club and recently has accepted a position at Charlotte, N. C., as President of the Chamber of Commerce. This paper will be published in THE ROTARIAN at some future date.



## Confectioners

A small but enthusiastic meeting was held, at which the discussions covered organization, prices, food value of candy, business acquaintanceship and other topics of interest to confectioners. This was the first time a meeting of the Confectioners' Section at a Rotary Convention had been held, and those in attendance felt that a great deal was accomplished and the way prepared for large and more successful meetings at future conventions.



## Crockery and Glassware

The Crockery and Glassware men held their meeting at the place of business of Chas. Brown & Sons, with B. C. Brown acting as chairman. Chairman Brown reported, "While the attendance at the meeting was limited, those present expressed themselves as being materially benefited, and it is to be regretted that more of our members of this section did not attend one of the best general conventions held by the International Association, which proved to be exceptionally interesting and educational and enjoyable to all who were fortunate enough to be in attendance."

The topics discussed were:

No. 1—Store arrangement and display.

No. 2—Renumbering of all items in Crockery and Glassware, changing from factory numbers and sizes to private numbers.

No. 3—The presentation for inspection of approved and revised "Continuous combination stock-card, order card and price card," which form gives to the dealer the information for guidance in ordering, checking and marking up factory ship ments.

No. 4—Co-operation between employer and employees.

No. 5—The conveying of information between employer and employees by the issuance of daily bulletins.



## Druggist-Wholesale

George C. Browne, of Oakland, chairman of the Wholesale Drug Section, reports that their meeting was held at the Commercial Club and was attended by himself and J. A. Sanford of Stockton. Chairman Browne adds: "Mr. Sanford and the Chairman are old-time friends, and nothing was done other than enjoy a good luncheon and a splendid visit. There were others in attendance at the convention, who are represented in the Wholesale Drug Section, but for some reason they did not attend our meeting, although notice of the meeting was sent them."

## Electric Light Power and Transportation

The attendance at the combined meeting of the Electric Light and Power and Electric Transportation Sections was large, and the meeting was very successful. It was a luncheon meeting held at Solari's Grill. W. S. Coleman, Mgr. Contract Dept. San Francisco District, Pacific Gas and Electric Company, was chairman, and E. R. Kelsey, Mgr. Publicity Department, Toledo Railways and Light Company, was secretary.

The others in attendance were: R. H. Wells, Asst. Secy. Minneapolis Gas & Light Co., Minneapolis. Edw. R. Sutherland, Mgr. Com'l Gas & Electric Dept., Va. Ry. & Power Co., Norfolk. F. E. Chapin, Gen'l. Mgr. Peninsular Ry Co. and San Jose Railroads, San Jose. Dan G. Fisher, Asst. Mgr. Southern Traction Co. and Texas Traction Co., Dallas. John Clements, Com'l Dept. Pacific Gas & Electric Co., Alameda Co. Dist., Oakland. W. R. Armstrong, Genl. Mgr. Salt Lake & Utah R. R., Salt Lake City. A. F. Steele, Secy. Washington Water Power Co., Spokane. W. V. Neal, Supt. Beaumont Traction Co. and Jefferson Co. Traction Co., Beaumont.

A very interesting paper, "The Development of Electric Railway in the United States," by W. C. Orem, President of the Salt Lake & Utah Railroad, was read by Rotarian Armstrong, and its publication in THE ROTARIAN was recommended.

It was recommended that the Electric Light and Power and the Electric Transportation—Street and Interurban—Sections be combined as one section for the Seventh Annual Rotary Convention, and that the chairman and secretary be chosen by the Board of Directors of the International Association, "inasmuch as no member of this section was in attendance from Cincinnati."

A resolution was adopted as follows:

WHEREAS, The use of electricity has become a necessary factor in all of life's activities, and,

WHEREAS, A national body known as the Society for Electrical Development has in an unselfish spirit inaugurated an event known as Electrical Prosperity Week, to be celebrated throughout the country during the week of November 29th to December 4th, 1915, and

WHEREAS, It is an event of universal appeal and a movement in which the entire country, including all individuals and practically all branches of industry will be greatly benefited; it is

RESOLVED, That the Electrical Prosperity Week, inaugurated by the Society for Electric Development, be and is endorsed by these trade sections, and it is recommended that each member of these trade sections use his influence to arrange that all meetings of Rotarians held during the week of November 29th to December 4th, be on the subject of electricity and its bearings on the progress, prosperity, protection and comforts of the people.

This resolution later was presented to the convention, but was not adopted because it was not international in scope.



## Electrical Supply

This meeting was largely attended and was held jointly with the Electrical Construction Section at the Rialto Building, R. M. Alvord, General Electric Company, San Francisco, Chairman. Those in attendance were W. J. Squire, Kansas City; Hugh Kimball, Oakland; Luther E. Reid, St. Joseph; R. M. Alvord, San Francisco; Clyde Chamblin, San Francisco; D. E. Harris, San Francisco; Joseph Thieben, San Francisco; J. F. Walters, San Francisco; Leonard F. Youdall, Stockton; C. Carter, Victoria; F. H. Somers, San Jose; C. S. Schneider, Sacramento, and Bert Mayer, Butte.

It was recommended that the classifications of Electric Light and Power, Electrical Construction, Electrical Supplies, Electric Lighting Fixtures be combined in one section under the name of Electrical Trade Sections. It was further recommended that, in case the Electric Light and Power and Electrical Fixture men should demur to this merger, that Electrical Supply and the Electrical Construction be combined in one section, and that the officers for this section be Chairman L. E. Reid of Saint Joseph and Secretary A. B. Hancock of Oklahoma City.

The meeting adopted the same resolution regarding Electrical Prosperity Week which was adopted by the Electric Light and Power and the Electric Transportation Sections. A resolution was also adopted, urging the Society for Electrical Development to be more active in showing Central Stations the wisdom of maintaining a recognized standard of merchandising in their sale of all electrical materials and current consuming devices.

The topic, "The Unfairness of Discrimination Between Customers of the Same Classifications for the Same Quality" was discussed at length.



## Fruit and Produce

George Makins of San Francisco reports that the Fruit and Produce men got their wires crossed and consequently did not have a regular meeting. Several San Francisco Rotarians, who were not at the convention at the time the morning session adjourned, went to the appointed meeting place for lunch at 12:30. The convention did not adjourn until after one o'clock, and the waiting Rotarians decided that no one was coming. After they left several delegates who were at the convention reached the hotel. Makins attempted to get them together later, but was unable to round them up. He adds: "I think it is a mistake to have the trade section meetings on the first day. A good many of the sections had the same trouble that we had, although there were some very fine section meetings."



## Fuel Dealers

There was a good attendance at this meeting, held at the offices of W. G. Stafford and Company, consisting of Elijah Coles of Houston, R. L. Scott of Winnipeg, J. C. Ewing of San Francisco, C. H. Fisher of Salt Lake, S. C. Aubrey of El Paso, W. C.



Silliman of San Antonio, Claude Madison of St. Joseph and H. D. Fletcher of Beaumont. J. C. Ewing, with W. G. Stafford & Company, was chosen as chairman of the section, and Thos. H. Hall, with the Murphy Ice and Fuel Co. of Stockton, as secretary.

A resolution was adopted that each of those attending should write every Rotarian Coal man about the meeting held at San Francisco and use every means in his power to secure a larger attendance at the next convention.

Among the topics discussed were: Mines and Destination Weights, Railroad Claims, Local Weights and Measure Bills, Encouraging the Use of Coal, and Cost of Handling Coal.



## Fire Insurance

A number of men interested in the Fire Insurance Section did not show up until after the meeting had adjourned, and consequently it was not so large as it should have been.

Rotarian J. H. Voorsanger, San Francisco, reports that the meeting was set for two thirty o'clock at the rooms of the Panama Pacific Club in the Insurance Exchange Bldg., and there were present Henry Greenfield of Houston, G. Dutton of San Francisco and himself and several local San Francisco insurance men who had been invited. "In view of this small showing," Rotarian Voorsanger reports, "the meeting was called off, although I understand that later on four or five other delegates made their appearance."

William Done, General Counsel of the National Board of Fire Underwriters, had prepared an address to be read at the meeting, and Rotarian Voorsanger suggests that this address be published in THE ROTARIAN.



## Iron and Steel

Four Rotarians gathered at the Maison Doree at 12:30 p. m. and after an informal discussion of matters pertaining to the iron and steel industry for two hours, adjourned for an automobile ride around the city. Those present were H. H. Morris, Assistant Secretary, Western Iron Works, San Francisco; Wm. B. Greene, Gen. Mgr. The Palmer & De Mooy Foundry Co. of Cleveland, Ohio; Geo. C. Holmgreen, Vice-Pres. Alamo Iron Works of San Antonio, and Frank R. Vierling, Paxton & Vierling Iron Works, Omaha.



## Lighting Fixture

The Lighting Fixture Section met at the Alta Club. Those present were J. C. English of Portland, Ore., presiding, Samuel Ickelheimer of San Francisco, Sherwood Bird of Oakland, and J. C. Hobrecht of Los Angeles.

The principal topic of discussion was the deplorable condition of the Lighting Fixture business, this discussion developing the fact that such condition is due to four principal reasons: First, lack

of co-operation among dealers in the various cities; second, lack of association among Lighting Fixture men; third, the injection of the high efficiency lamps; fourth, the demoralizing effect of the pans and bowls, the latter enabling the man without capital to enter in and be a serious competitor to the dealer carrying a comprehensive stock.

The Chairman reports: "Each of us returned to our city with a resolution to interest our competitors in a meeting to be held at some later date in San Francisco, having for its object the forming of a Pacific Coast Association of dealers in Lighting Fixtures.

Franz Brzezczkowski, Vice-President Moran & Hastings Mfg. Co., Chicago, prepared a paper, "Business from the Manufacturer's Standpoint," to be read at the section meeting, but was not present.

The resolution relating to "Electrical Prosperity Week" which was adopted by the Electric Light and Power Section, was sent to the Lighting Fixture Section but was not presented. Chairman English writes: "There is no question but what it would have been adopted."

The officers chosen for the ensuing year were: J. C. English, Portland, Ore., Chairman and Samuel Ickelheimer, San Francisco, Secretary.

## Mantle and Burner

This meeting was held at the office of the Welsbach Company, 863 Mission Street with R. J. Thompson of San Francisco in the chair. An organization was perfected, C. D. Corbus, of Cincinnati, being elected chairman and J. Scott Anderson, of Philadelphia, secretary.

The following resolution was prepared by the Secretary from instructions from the meeting:

RESOLVED that it is the sense of this meeting that intercity relationships are desirable between members and if necessary some national or international emblem or sign be adopted, to be displayed in the window or on the letter-heads of all Rotarians, so that Rotarians and their families in visiting other cities may be attracted to the Rotary shops and that Rotarians should be encouraged to exchange ideas in their individual trade sections.

A general discussion of the various features of the convention followed the adoption of this resolution.



## Oil



Rotarian Geo. P. Moore of San Francisco, Chairman of the Oil Section, reports: "We did not have a quorum and those of us who were present just had a friendly talk. Out of 118 oil men to whom I wrote, I had replies from about 50 expressing regret that they could not come. I had acceptances from 4—Sam Lane of Terre Haute, J. M. Geary of San Jose, Eugene MacCan, of New York and Frank Wright of Oakland. Owing to the fact that MacCan was on a Committee he was unable to be at our meeting and Mr. Geary of San Jose found at the last moment that he could not be with us. Mr. Lane, Mr. Wright and I had a friendly chat but as the conditions governing our business in the different sections are so widely different there was little of mutual interest and we proceeded to the Exposition."

## Paper Box

Rotarian R. J. Gruenberg, San Francisco, chairman of the Paper Box section, reports: "It is with regret that I return the report forms—blank. I sent out letters of invitation and received a number of replies but did not have the pleasure of having any paper box men attend the meeting, except two local people, and there naturally is no report to make.

"A meeting of the kind planned would have been of great benefit to box makers and if some permanent association can be formed whereby box makers of the different parts of the country can meet and exchange ideas once a year and have these ideas printed and distributed to those who are not fortunate enough to be able to participate personally it would be of great value and would warrant a reasonable expense on the part of each and every one.

"No doubt this condition appears in other trades and if you can advise any plans along this line it should do a good deal of good. I will, of course, personally do anything that I can to assist and it will give me great pleasure if you call upon me."



## Plumbing Trade

An interesting meeting, lasting for three hours, was held of the Plumbing Trade Section at Master Plumbers' Association's Hall with H. J. Klimm, San Francisco, as chairman, and H. G. Newman, Oakland, as secretary. Others in attendance were: C. A. DuBrutz, San Jose and B. F. Blair, San Francisco.

Rotarian Klimm was chosen as chairman for the ensuing year and H. G. Newman, secretary.

Chairman Klimm reports: "All matters pertaining to the best interests of the plumbing industry were discussed and it was all very interesting. The matter of agreements was taken up and we were all of the opinion that it is to the best interest of the plumbing trade in the various sections of the country for the master plumbers to have working agreements with the journeyman plumbers; also, we figured that we are entitled to a larger cash discount of from two to five per cent. We find that of the 85 domestic members, 69 members are also members of the National Association of Master Plumbers of the United States.

"A resolution was adopted that we are unanimously in accord with the trade section meetings."



## Railroad-Freight Dept.

The meeting of the Railroad-Freight section was held at the Palace Hotel with G. H. Hall of San Francisco as chairman and W. T. Peacock of Indianapolis as secretary. Hugh G. L. Campbell of Toledo was chosen chairman for the ensuing year.

Those participating in the meeting made an inspection of all the terminals of the various rail-

road and steamship lines in San Francisco and discussed various topics of interest from the railroad viewpoint for the purpose of bettering the service between the East and West.

Other topics discussed were:

1. The present and proposed rates on canned vegetables and fruits and canned fish and dried fruits between California terminals and inland points to Chicago versus the ocean and rail rates to points in Pennsylvania, Indiana, Ohio and Michigan.

2. The question of co-operation between the railroad committees and the chambers of commerce and the good that has resulted from business men becoming members of railroad transportation clubs. It was thought that there has been a great deal of good resulting from such intercourse and it was the opinion that a close relationship of this nature would be the means of bringing to light a great many propositions beneficial to the shipping interests and the railroad companies at large. It was recommended that the co-operation of the various commercial clubs and transportation associations be encouraged.

## Rubber Stamp

An interesting meeting of the Rubber Stamp section was held at the place of business of Patrick & Company, with Eugene M. Tilden of Washington as Chairman and S. S. Rosendorf of Richmond as Secretary. These two were chosen as Chairman and Secretary for the ensuing year. A full and interesting discussion was participated in upon a number of topics of interest to the Rubber Stamp trade including:

1. A system of ascertaining cost of production and overhead charges, with reference to one already specially devised for stamp firms.

2. Education of the public in regard to the service rendered by the stamp houses.

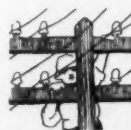
3. The ethical position of the trade in comparison with the position occupied by other highly respected trades.

4. Uniform prices on trade-marked goods.

5. Honest and fair dealing to be advocated to the fullest extent.

6. Service to constitute the basis for rivalry rather than low prices.

7. Boosting business rather than complaining about conditions.



## Telephone and Telegraph

The Telephone and Telegraph men had a very interesting luncheon meeting with Rotarian J. E. Franklin of San Diego presiding. Franklin was elected permanent chairman for the ensuing year and B. S. Jones of Spokane was elected secretary.

Others present were: H. M. Cox, Waco, Fred Spoeri, Portland, J. F. Daniels, Columbus, W. S. Williams, St. Paul, J. M. Green, Sacramento, C. E. Thatcher, San Francisco, W. D. Stead, Birmingham and W. A. Porteous of New Orleans.

Chairman Franklin reports: "The main point of the whole meeting was recommendations as to how

these trade section meetings should be conducted, and when the next one is held, I think if the chairmen follow some of the suggestions outlined in the report it will be a better meeting all around. I would suggest that they start in as early as possible getting the people together for the next convention and arrange a luncheon meeting place where they can continue their session right through until they finish."

A recommendation for the continuance of the trade section meetings was passed unanimously.

The chairman of the section was empowered with authority to arrange a program for the meeting at the next convention.



## Transfer and Storage

The Transfer and Storage section held a very successful meeting at Solari's restaurant with V. O. Lawrence of Oakland as chairman and Ernest R. Olmsted of Des Moines as secretary. The others present were: H. B. Lyon, Oakland, S. M. Haslett, San Francisco, D. C. Bole, San Francisco, John Bakin, Omaha, G. Ray Wilcox of Sioux City.

The chairman and secretary were chosen to serve in the same capacity for the ensuing year.

The secretary reports: "A general discussion of various subjects interesting and instructive to all was held. All agreed it was the best meeting yet held and after a few hours session drove to Mr. Haslett's tug and were treated to a couple of hours 'inspection of wharves and the bay.'"

A recommendation was adopted that the trade

section meet Tuesday noon or afternoon instead of Monday of Convention week.



## Water Transportation

Rotarian Robert C. Thackara reports on the meeting of the Water Transportation section as follows:

follows:

"Met at Solari's Cafe.

"Following present:

Roger Pinneo of Seattle .....	1
Robt. C. Thackara, San Francisco.....	1
	2

Papers read from absentees .....	2
Regrets from absentees .....	6
	10

"Died in the trenches" .....

Total membership .....

"With but two present no plans for a permanent organization could be made.

"If you recommend following up this feature by correspondence I shall be glad to undertake it, but the lack of response and absence of interest on the part of eighty per cent of the membership would hardly seem to justify it."

## 1916 Rotary Convention at Cincinnati, July 16th to 20th

**A**T A meeting of the Board of Directors of the International Association of Rotary Clubs, held at Headquarters in Chicago, September 4th, all the members were in attendance—President Albert, Vice Presidents Gettinger, Cornell, and Pidgeon and Immediate Past President Mulholland. Past Presidents Harris and Greiner, Secretary Perry and Sergeant-at-Arms Adams also were present.

The dates for the 1916 Convention at Cincinnati—the Seventh Annual—were fixed as from Sunday, July 16th to and including Thursday, July 20th. These dates have been accepted by the Cincinnati Rotarians as satisfactory to them.

The Board fixed the registration fee at \$5.00 per person, the registration fee to be charged to ladies as well as men. All money received from the payment of the registration fee is to go into the convention entertainment fund of the host club, to be expended for the entertainment of the delegates and visitors.

Past International President Russell F. Greiner of Kansas City has been appointed by International President Albert as chairman of the Convention Program and Topics Committee.

The slogan suggested by President Albert for the 1916 Convention is:

**"The Cincinnati Convention promises to be the most notable gathering of business men ever held in America."**



## More or Less Personal



Rotarians Charles H. Mackintosh and Milton I. Stewart of Duluth have formed a partnership under the name of Stewart-Mackintosh, Inc., for the planning, preparation and printing of direct advertising campaigns in co-operation with the M. I. Stewart Company. Rotarian Stewart is a successful printer and Rotarian Mackintosh has had valuable experience in the advertising business, having been Advertising Manager of the Duluth Daily Star and being at present the Advertising Manager of the Clyde Iron Works and the Editor of "Logging"; he was the first President of the Duluth Advertising Club in 1912 and served again as President in 1915. At the recent convention of the Associated Advertising Clubs of the World Mackintosh was unanimously elected President of the Association of House Organ Editors which was organized during the convention.

Uncle Charlie Woodward, long a resident of San Francisco and member at large of Rotary, has said good-bye to San Francisco and gone back to his old home in Indianapolis. "Grindings," the San Francisco Rotary Club publication, printed a little item which shows what a big place Uncle Charlie holds in the hearts of the San Francisco Rotarians. "Not one of us but has profited by his presence among us," says the San Francisco club publication. "Not one of us but knows that he is richer by reason of having had the friendship of such a man even though to human sense we have come to the parting of the mortal ways. God bless you, Uncle Charlie, we say one and all!"

Chas. H. Victor, President of the San Francisco Rotary Club, has become a "Dean." He has been made the Dean of the School of Commerce of the San Francisco Y. M. C. A. and in addition to having charge of the school he will teach penmanship.

The 60th Battalion of the Canadian Expeditionary Force, in which regiment Rotarian Miller of Montreal is a lieutenant, will be presented with a machine gun by the Rotary Club of Montreal. Rotarian Miller is the third member of the club to go to the front, the others being Lieutenant Colonel Gun of the 24th Battalion and Capt. Stacie of the 14th who was killed at Langemarcke.

Rotarian John Sheridan of Dublin, whom many remember as a delegate to the Buffalo Convention, has just recovered from a serious illness.

Dublin Rotarians have been honored by other organizations. C. S. Drought has been elected head of the United Kingdom Travellers' Association, the largest organization of commercial travellers in the British Isles; J. Sibthorpe has been elected Vice-President of the Rathmines Urban District Council which is one of the best managed Urban Councils in Dublin; Secretary M'Connell of the Dublin Rotary Club has been elected president of the Insurance Institute of Ireland.

George B. Wray, one of the founders of the Indianapolis Rotary Club and for two and a half years its most efficient secretary, has moved to Detroit. The luncheon of July 13th was a farewell party to George. The rules were suspended and by unanimous vote he was made a life member of the club and presented with a handsome watch fob.

Billy Billings, Secretary of the Rotary Club of Macon, returned from the recent trip of the Macon Rotarians to Augusta walking with the aid of a crutch. So many times he was compelled to stop and answer the question, "Why the crutch, Billy?" that he had a card printed saying "Yes! I wrenched my knee playing golf in Augusta, thank you! Oh yes, fully insured. Billy B." Every time he saw a man getting ready to speak to him he handed out one of these cards.

Rotarian Philip Memoli of the Birmingham, Ala., Rotary Club has composed "The Rotary Spirit March" and dedicated it to his club. It is published by the Williams Music House of Birmingham. Rotarian Memoli, who is a musical director, led a band of sixteen pieces in the rendering of this new march before the Birmingham club. He also pulled off a unique stunt of which no more can be said here because some of the other clubs may want to pull off the same thing.

The Sacramento Rotary Club has lost its President, R. S. McKay, who has resigned from the club because he had changed his business and could no longer be an active member.

Rotarian Milton C. Potter of Milwaukee recently had the degree of Doctor of Literature conferred upon him by the University of Denver. The honor, which came as a surprise, is a result of his work as a member of the State Board of Education under Gov. A. Buchtel, of Colorado, who is now Chancellor of the University. Rotarian Potter is superintendent of the Milwaukee schools.

The Rotary Club of Toledo has lost a valuable member by the removal of George E. Hardy from the Ohio City to Portland, Ore., to become manager of the Portland Chamber of Commerce. Hardy was one of the five men who organized the Toledo Rotary Club and was its president for one year. A special farewell luncheon was given him.

Rotarian Jas. R. Kinsloe, former President of the Harrisburg club, has resigned as Secretary-Manager of the Winona Association of Commerce to become Executive Secretary to the Chamber of Commerce of Charlotte, N. C. This is a well deserved call to a larger field for Jim did certainly make good at Winona.

# ROTARY EXTENSION WORK

From City  
to city  
the seed  
is sown



And across  
the water  
Rotary takes  
its course

## Reports From The District Governors

### Governor

**LESTER P. WINCHENBAUGH**

93 Federal St., Boston, Mass.

### District No. 1

Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island

A report in general terms is the only one possible for me to make this time. I have not yet gotten in touch with all of the existing clubs but the prospects seem good with relation to most of them and the possibilities of successfully organizing new clubs, with the co-operation of existing clubs, is very encouraging. I will add that I have received from the Portland (Me.) Club the suggestion that there is a good field for the establishment of successful clubs in Bath, Bangor and Lewiston. As soon as I have looked the field thoroughly over I will give a formal and complete report of the prospects and plans for the work in this district.

### CLUBS RECENTLY AFFILIATED.

Clubs admitted to membership in the International Association since the last report in THE ROTARIAN are:

Rotary Club of Haverhill (Mass.) elected as of 1st June, 1915. The officers are: President, Wm. E. How, 27 Washington Sq.; Secretary, Raymond F. Page, 62 Elm Street.

Rotary Club of Portland (Me.) elected as of 1st September, 1915. The officers are: President, Frank L. Rawson, 45 Forest Ave.; Secretary, Oliver P. T. Wish, Portland Society of Art.

### Governor

**WILLIAM J. O'HEA**

95 N. Fitzhugh St., Rochester, N. Y.

### District No. 2

New York, New Jersey

Preliminary plans for extension work are under way at the following points: in New

York at Jamestown, Gloversville, Malone, Oneonta, Ossing, Oswego, Elmira, Herkimer, Hudson Falls, Kingston, Newburg, Niagara Falls, Ogdensburg, Poughkeepsie, Schenectady; in New Jersey at Elizabeth and Jersey City.

Letters of inquiry are being forwarded to the various people interested and to the Rotary Clubs in the immediate vicinity of the places where extension work is planned for the purpose of establishing who should be designated to handle the organization work. As soon as replies are received no effort will be spared to hasten the completion of the organization of Rotary Clubs in each of the places under consideration. This is merely a preliminary report and nothing definite can be expected before November. I make the prediction, however, that before the close of my term as Governor, Rotary Clubs will be established in practically all of the places under consideration, and that they will have the advantage of some of the older clubs in that they will be established in accordance with the present day conception of Rotary.

In conclusion would say that I had an idea the Governor's work was going to be rather difficult, but since receiving the extension work scheme from Headquarters I have come to the conclusion that it will not take up nearly as much time as I anticipated, and if handled properly, can be brought to a successful conclusion without the loss of much time.

### CLUBS RECENTLY AFFILIATED.

Clubs admitted to membership in the International Association since the last report in THE ROTARIAN are:

Rotary Club of Utica (N. Y.) elected as of 1st May, 1915. The officers are: President, R. Seymour Hart, 103 Mayro Bldg.; Vice President, C. G. Palmer, Utica City Nat'l Bk. Bldg.; Secretary, Don R. Sidle, Utica Chamber of Commerce; Treasurer, Chas. J. Lamb, Genesee & Lafayette Sts.

Rotary Club of Ithaca (N. Y.) elected as of 1st June, 1915. The officers are: President, L. C. Bement, 516 E. Buffalo St.; Vice-President, E. A. George, 106 E. Mill St.; Secretary, P. O. Wood, 152 E. State St.; Treasurer, G. L. Cook, Savings Bk. Bldg.

Rotary Club of Auburn (N. Y.) elected as of 1st June, 1915. The officers are: President, W. J. Henry, Pres. Henry & Allen Company; Vice-President, Dr. R. C. Almy; Secretary, E. P. Kohl, 309 Genesee Street; Treasurer, Dr. Clarence Sherwood.

**Governor**  
**GEORGE W. HARRIS**  
1311 F. Street, Washington, D. C.  
**District No. 3**  
Pennsylvania, Delaware, Maryland, District of Columbia

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Hagerstown (Md.) has been elected to membership in the International Association as of 1st June, 1915. The officers are: President, C. G. Triesler, 16 W. Washington Street; Vice-President, Dr. L. H. Keller; Secretary, Mark Meller, 33 S. Jonathan Street; Treasurer, Nervin J. Brandt.

**Governor**  
**FRANK P. GLASS**  
Birmingham News, Birmingham, Ala.  
**District No. 5**  
Georgia, Florida, Alabama

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Pensacola (Fla.) has been elected to membership in the Association as of 1st June, 1915. The officers are: President, Wm. Fisher, Care of Fisher Real Estate Agency; Vice-President, John A. Merritt; Secretary, W. P. Cunningham, 400 N. Palafox Street; Treasurer, H. P. Ball.

**Governor**  
**R. A. McDOWELL**  
906 Lincoln Bldg., Louisville, Ky.  
**District No. 6**  
Mississippi, Tennessee, Kentucky, Arkansas

Unfortunately from the standpoint of my duties as Governor I did not reach home until August 27th from my glorious Western trip and attendance to the Convention at San Francisco. Since that time I have endeavored to get in touch with my duties and the clubs in the Sixth District.

I have found that three clubs which had been organized had not applied for membership in the International Association. They were, Knoxville, Tenn., Owensboro, Ky., and Lexington, Ky. The applications of Knox-

ville and Owensboro have been approved by me and have gone forward to the International headquarters, while the application from Lexington will be sent to headquarters within a day or two with my approval.

There are several other cities in the District which are desirous of organizing Rotary clubs. I have been in correspondence with interested persons in these cities as well as with Rotarians in other cities located near to the "prospect."

A request has been made on the International President to appoint a person designated by me to organize a club at Fort Smith, Ark., and it is more than probable that within the next week other such requests will be made by me for other cities.

I visited the officers of the Lexington Rotary Club and have taken lunch with the Owensboro Rotary Club since my return home. These clubs are both in most flourishing conditions. The Rotary spirit is decidedly evident.

#### NEWLY ORGANIZED CLUBS.

Rotary Club of Knoxville (Tenn.) organized June, 1915. The officers are: President, David C. Chapman, Chapman Drug Co.; Vice President, Charles Harvey, Knoxville Ry. & Light Co.; Secretary, J. L. Bowles, Knoxville Board of Commerce; Treasurer, E. F. Garrett, Mgr. Cumberland Tel. and Tel. Co.

Rotary Club of Lexington (Ky.) organized 23rd June, 1915. The officers are: President, Geo. T. Graves, Lexington Steam Laundry; 1st Vice-President, Frank B. Jones, Burroughs Adding Machine Co.; 2nd Vice-President, Thos. M. Owsley, Transylvania Printing Co.; Secretary, Frank Battaile, University Book Store.

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Owensboro (Ky.) was organized 20th July, 1915, and has been admitted to membership in the International Association as of 1st September, 1915. The officers are: President, Edward W. Smith, 115 E. 2nd Street; Vice-President, Chas. H. Hugger; Secretary, E. P. Southard, 405 W. 4th Street; Treasurer, A. B. McCarty.

**Governor**  
**C. F. LAUGHLIN**  
219 Williamson Bldg., Cleveland, Ohio  
**District No. 7**  
Ohio, West Virginia, Michigan, Lower Peninsula

#### Newly Organized Clubs.

Rotary Club of Battle Creek (Mich.) was organized 21st June, 1915. The officers are: President, Dr. H. W. Conklin, 312 Ward Bldg.; Secretary, Fred Gage, McCamly & W. State Sts.

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Highland Park (Mich.) has been elected to membership in the International Association as of 1st May, 1915. The officers are:



President, J. F. Crusoe, 2940 Woodward Ave.; Vice-President, Dr. G. S. Foden, 2940 Woodward Ave.; Secretary, H. A. Sisson, 11 Davison Ave.; Treasurer, A. E. Crosby, 2873 Woodward Ave.

Rotary Club of Huntington, (W. Va.) was organized 10th June, 1915, and has been admitted to membership in the International Association as of 1st July, 1915. The officers are: President, W. H. Banks, 1117 5th Ave.; Vice-President, H. A. Zellar; Secretary, W. R. Power, 232 5th Ave.; Treasurer, R. F. Adams.

**Governor**  
**HERBERT C. ANGSTER**  
228 W. Ontario St., Chicago, Ill.  
**District No. 8**  
Indiana, Illinois

#### NEWLY ORGANIZED CLUBS.

Rotary Club of New Albany (Ind.) was organized 28th June, 1915. The officers are: President, Evan Prosser, 1201 E. Main St.; Vice-President, Claude Balthis, Mutual Tr. & Deposit Co.; Secretary, Gustav E. Weinmann, Secy. Chamber of Commerce; Treasurer, Chas. D. Knoefel.

Rotary Club of Morris (Ill.) was organized 10th April, 1915, and has been admitted to membership in the International Association as of 1st July, 1915. The officers are: President, O. T. Wilson, 201 E. Illinois; Vice-President, T. A. Hoganson; Secretary, Walter S. Wagner, 218 Liberty St.; Treasurer, L. J. Braun.

**Governor**  
**JOHN O. KNUTSON**  
308 Pierce St., Sioux City, Ia.  
**District No. 10**  
Iowa, North Dakota, South Dakota, Nebraska

President Albert says that one of his ambitions the coming year is to greatly reduce, if not eliminate, the number of States in this country in which Rotary has not yet found a berth. The Tenth District has two of them—South Dakota and North Dakota. From all indications at this writing, one of these states (South Dakota) will be added to Rotary's ranks before this number of THE ROTARIAN is in circulation. A good bunch of representative "live ones" in Sioux Falls has formed a nucleus, led by J. J. Bechtold, jeweller and J. G. Ritter, advertising; and this club promises to develop into an aggressive Rotary unit from the start. Later, it is hoped we may also include the enterprising cities of Aberdeen and Mitchell, and the Governor will be glad to receive "tips" leading in that direction.

North Dakota has two possible Rotary cities, and in both of them the Rotary bee has commenced buzzing. They are Grand Forks and Fargo.

Nebraska has two of the best known clubs in Rotary—Omaha and Lincoln. It is hoped we may extend into Grand Island, Fremont, and possibly other Nebraska cities before the next convention date.

Iowa has seven affiliated clubs at this writing. Burlington and Marshalltown will soon be added to the list. Active missionary work is now being carried on in Dubuque, Iowa City, and Ottumwa. "Ozzie" Becker of Davenport and "Jack" Gordon of Cedar Rapids are proving themselves valuable "field scouts" in Rotary extension in this district.

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Clinton (Iowa) was organized 24th June, 1915, and has been elected to membership in the International Association as of 1st July, 1915. The officers are: President, Otto Korn, 230 5th Ave.; Vice-President, J. Q. Jefferies; Secretary, Dan Winget, 212 7th Ave.; Treasurer A. C. Smith.

Rotary Club of Waterloo (Iowa) has been elected to membership in the International Association as of 1st July, 1915. The officers are: President, Fred L. Northey, Northey Mfg. Company; Vice-President, Hope C. Martin; Secretary, Almon F. Gates, 739 W. Mullan Ave.; Treasurer, Fred W. Powers, Care of Blackhawk Nat'l Bank.

**Governor**  
**A. E. HUTCHINGS**  
10th & Oak St., Kansas City, Mo.  
**District No. 11**  
Missouri, Kansas, Oklahoma

The organization work for new Clubs in District No. 11 is just getting under way from the Kansas City Office and the first Club to effect permanent organization will no doubt be Parsons, Kansas. In fact the temporary organization has already been effected there by the election of H. A. Bryant, President and F. A. Pfeiffer, secretary. No doubt their first regular meeting will be held during the month of October at which time we hope to send a delegation from Topeka and Wichita to help liven up the meeting.

We also have good prospects for new Clubs at Springfield and Hannibal in Missouri, Hutchinson and Leavenworth in Kansas and Enid in Oklahoma.

It seems to me that every good Rotarian when traveling over the country should inquire in all towns of over ten thousand population as to whether it has a Rotary Club, and if not, why not; also they should take the names of two or three live wires who would be likely to take an interest in the organization of such a club. Only a few moments of the Rotarian's time would be

taken in getting this information which could be forwarded to Secretary Perry and by him sent to the District Governors for immediate action. By concerted efforts of this kind we could easily organize one hundred new clubs for the Cincinnati Convention.

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of McAlester (Okla.) has been elected to membership in the International Association as of 1st June, 1915. The officers are: President, Dr. E. H. Troy; Vice-President, Joe C. Bell; Secretary, Fred Struble; Treasurer, Sim Naylor.

#### Governor

**H. J. BRUNNIER**

Sharon Bldg., San Francisco, Cal.

**District No. 13**

Arizona, New Mexico, California, Hawaii, Nevada

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of Honolulu (Hawaii) has been elected to membership in the International Association as of 1st July, 1915. The officers are: President, S. S. Paxson, Care of Schuman Carriage Co. Ltd.; Vice-President, O. A. Bierbach, Chambers Drug Company; Acting Secretary, L. H. Underwood, Lewers & Cooke, Ltd.

#### Governor

**JOHN C. GASS**

Canadian Bank of Commerce Bldg., Halifax, N. S.

**District No. 16**

Nova Scotia, New Brunswick, Newfoundland, Prince Edward Island

My activities so far have been directed towards Sydney, which city I have visited and have interviewed a number of the prominent men interested in the Rotary movement. We had a very helpful conference in which the whole situation was discussed and it was decided that before taking steps to organize we would communicate with Major Crowe, now located at Valcartier, but who had been very active in the movement. We have the feeling that Sydney offers a good field for the real services of Rotary.

I have had correspondence with President Allingham of St. John, where they desire to have a special Get-together meeting at which I am asked to be present. I hope to make this when the date has been set.

#### Governor

**THOMAS J. WELLS**

638 Craig St., East, Montreal, Quebec

**District No. 17**

Quebec, Ontario

#### CLUBS RECENTLY AFFILIATED.

Rotary Club of London (Ont.) has been elected to membership in the International Association as of 1st September, 1915. The officers are: President, J. K. McDermid, 618 Dundas Street; Vice-President, John M. Watt, Bank of Toronto Chambers; Secretary, C. H. Ivey, Jr., Empire Mfg. Co.; Treasurer, J. E. McConnell, Care of McConnell-Ferguson.

#### Governor

**JAMES S. RYAN**

23 Thomas Block, Calgary, Alta.

**District No. 18**

Manitoba, Alberta, British Columbia, Saskatchewan

The business conditions existing in Western Canada at the present time owing to the European War are generally known. Practically every line of business has felt the extreme depression, and it would be difficult at this time to interest any one in the formation of new Rotary Clubs. We have four Clubs in this District, and are considering where Clubs could be organized to the number of four.

Correspondence was had by former Vice-President Higgins of this District with persons in the cities of Regina and Edmonton with a view of establishing clubs there, but these people, I find, have all moved away and it will be necessary for me to start over again.

There is a movement on foot by some members of the Vancouver Club to interest people in New Westminster, but this City has a population of only 12,000 and I have yet to learn whether or not there are a sufficient number of distinct lines of business represented to make it feasible to organize there at the present time.

I am in touch by correspondence with Third Vice-President Pidgeon and Past International Vice-President Higgins regarding New Westminster, and I hope to have something tangible to report within a short time.

"The Rotary Club is the 'Cleanser' of business practices. It brightens a man's ideals, scours his morals, polishes the rusty shield of half forgotten ethics and digs deep into the dark corners of trade and professional practices until they shine with the cleanly glow of honesty and service."

—A. D. CRANSTON, Los Angeles Rotary Club.

## What the Clubs Are Doing

Messages from the Live Ones

### A Cross Continent Rotary Stunt

By S. W. McGill, Nashville Rotary Club

**T**HROUGH the courtesy of Rotarian W. K. Boardman, the Cumberland Telephone and Telegraph Co., and the American Bell Telephone Co., Nashville Rotarians enjoyed the unusual experience during the Sixth International Rotary Convention of talking by long distance telephone with Rotarians in San Francisco. At the California end of the line were President Mulholland, Secretary Perry, officials of the Telephone Co., and the Nashville delegates to the convention. At the Nashville end one hundred and twenty-six Rotarians and special guests were in the banquet room at the Hermitage Hotel. Each Rotarian had a telephone receiver at his place so that everyone present could hear every word spoken.

In connection with this unusual event an address was delivered by Leland Hume, Vice-President of the Cumberland Telephone and Telegraph Co., on the subject, "The Story of a Great Achievement." This address in part was as follows:

"The art of telephony was discovered and the telephone was invented by Dr. Alexander Graham Bell while in his studio at No. 5 Exeter Place, Boston, on March 10, 1876.

He was assisted in his experiment by his associate Thos. A. Watson who was the first person in the world to hear the human voice transmitted over a wire. The first telephone line was less than a hundred feet in length extending as it did from a garret to a basement room in the same building. Less than forty years ago there was not a single telephone in existence. To-day the telephone system of the United States alone embraces some 9,000,000 telephones connected by some 21,000,000 miles of wire.

"On Monday afternoon, January 25, 1915, Prof. Bell sitting in the executive offices of the American Telephone and Telegraph Co. in New York talked to the same Thomas A. Watson in San Francisco over a wire stretching some 3400 miles across the continent.

While this test was being made Theo. N. Vail, President of the American Telephone and Telegraph Co., at his winter home on Jekyll Island just off the coast of Georgia joined in the trans-continental conversation thru an extension from New York City which lengthened the line some 1500 miles.



Nashville "stay-at-home" Rotarians talking over the long distance telephone with International officials and Nashville delegates at the 1915 Convention in San Francisco. The photograph shows those at the speakers' table. They were: No. 1—Hon. Albert E. Hill, Speaker of the Tennessee State Senate; No. 2—Hon. C. W. Welch of the State Railroad Commission; No. 3—T. D. Webb, banker; No. 4—Congressman Jos. W. Byrns; No. 5—Jas. E. Caldwell, banker; No. 6—Leland Hume, Vice-President Cumberland Telephone and Telegraph Co.; No. 7—Hamilton Love, President Nashville Rotary Club; No. 8—Hon. Thos. C. Rye, Governor of Tennessee; No. 9—B. W. Landstreet, President Commercial Club; No. 10—John Howe Peyton, President Nashville, Chattanooga & St. Louis Railroad; No. 11—Dr. Jas. H. Kirkland, Chancellor Vanderbilt University; No. 12—E. E. Baswell, District Manager Cumberland Telephone and Telegraph Co.





Members of Clinton Rotary Club in tug-of-war Contest on the high bridge over the Mississippi River. For article see page 385.

"All the major inventions and improvements in the art of telephony have been brought out and developed by the United States. About 86% of the telephones in the world are found in the United States.

Following this address words of welcome were spoken back and forth between Nashville and San Francisco Rotarians and telephone officials. Secretary Perry delivered a splendid address which filled the hearts of the Nashville Rotarians with enthusiasm. The service was so excellent that every Rotarian in Nashville heard every word spoken in San Francisco over the wire as satisfactorily as if they had been talking face to face. It was a wonderful achievement and an equally wonderful experience for Rotarians.

#### ATLANTA Rotary Club Has Regular Golf Tournament

An Atlanta Rotary Club golf tournament was scheduled in September on the East Lake course of the Athletic Club, where the all-Southern championship was played in June. The idea of a Rotary golf tournament came from President Lee Jordan and was received with enthusiasm by the club. It developed that out of 140 members more than 75 were regular golf players—that is, regular in persistency, if not in achievement. It also developed that the club membership included many winners of cups in various tournaments held in Atlanta and the south, so the Rotary Club tournament will be a real golf event.

In addition to the cups, various prizes of value were given by various members of the club. The regular golf club handicaps of the entrants applied in the tournament.

The club is prominent in a movement now on to hold a big carnival, corn show, cattle show and harvest festival in November.

#### AKRON Joins Canton in Summer Outing Day.

While the delegates from Akron were actually

presenting a paper to the San Francisco convention on the subject of inter-city relations the members were putting the same into effect by holding a well-organized joint picnic with the Canton Club at Springfield Lake, about midway between the two cities, a particularly suitable location for the purpose. Rotarians of both clubs, with their ladies, turned out in force and besides making one another's acquaintance, had a successful field day. There was a good game of ball between picked teams. The Akronites know of no better way in summer to promote a good feeling between neighboring clubs. At present Akron has 115 members, with 10 more ready to join. It is well enough to have a waiting list, they think.

#### ALBANY Holds Luncheon Meeting at Church.

One hundred and twenty-five members of the club responded to the invitation of Rotarian the Rev. Roelif H. Brooks to hold the weekly luncheon at his church—St. Paul's Episcopal. A twenty-minute recital was given on the organ recently presented by Mrs. Anthony N. Brady. After the recital Dr. Brooks escorted his guests to the Sunday school room, where luncheon was served by the club caterer, assisted by twenty young ladies of the congregation. President Winchester endeavored to maintain order, but the "Indians" acted frisky in spite of the fact that they were in Sunday school.

A letter from George Sherwood Eddy expressed thanks for his election as an honorary member of the Albany Rotary Club.

At another luncheon a dozen or more members reported on the results of the acquaintanceships made at the boys' Christmas luncheon, when every member had a deserving boy as his guest. Some of the boys had been very materially assisted to improve their condition by getting better positions and finding work for spare time. The cash register member found his bread returning upon the waters in less than the usual time. His boy-guest's father kept a little restaurant. When he met his son's Rotarian friend he insisted upon buying a cash register from him.

#### BIRMINGHAM Club Takes Boys Club Under Wings.

The Birmingham Club, interested as it has been

in many civic movements, has come to the conclusion that it will be well to undertake some specific task, and to this end has offered its services to the Boys' Club. President Moore has appointed a committee of nine to work with and for the Boys' Club. The committee has not worked out its plans in detail, but it is their expectation actively to assist the board of lady managers in the conduct of the Boys' Club. The Club is composed of newsboys and boys who have no homes—in other words, the boys of the streets. The Big Brother idea will be used, and once or twice each year Rotary will have a boys' luncheon. Each Rotarian will be expected to pick out a boy, to learn his name, history and condition, and to help that boy in sickness and trouble. The Rotarians are enthusiastic over this plan and believe it will be a work that will yield fruit a hundred fold.

The Club is also on the eve of undertaking an important civic project, but as plans have not been formulated as yet, this bit of news will be forthcoming later.

Despite the hot weather, attendance at the luncheons has been excellent—about 80%. Every meeting is a live one. They have a member who is a genius at "stunts," and every Wednesday he pulls something that gets a "big hand."

#### **BUFFALO Hears Mayor Mitchell on Home Rule for Cities.**

The Rotary Club of Buffalo was honored by a visit from John Purroy Mitchell, Mayor of New York City. Mr. Mitchell was originally scheduled to speak to the Chamber of Commerce, but as speakers before the Rotary Club are always assured of a large and enthusiastic audience the committee in charge, at the last moment, asked the Rotary Club to entertain Mr. Mitchell. Mayor Mitchell discussed eloquently the question of Home Rule for Cities, which, while of general interest to all large

cities, was of special interest to New York State cities, as a proposed constitutional amendment is now before the state legislature.

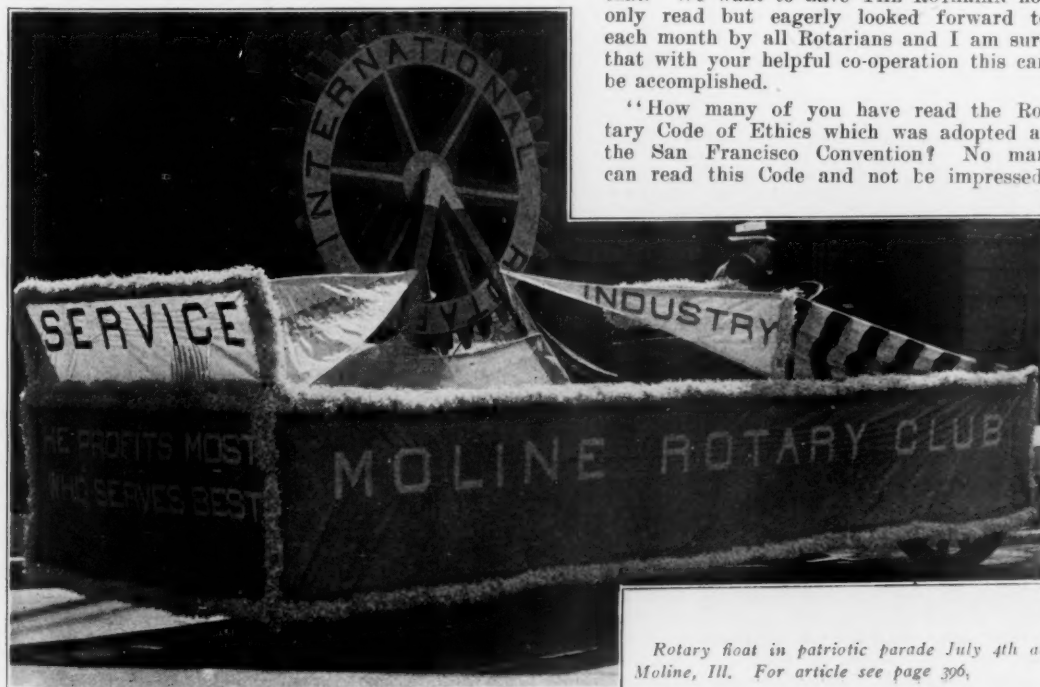
In part he said: "This fight for home rule, in which the cities of this state have embarked, is bred of no fanciful, temporary whim, begotten of the irritation of one or two indifferent or meddling legislatures.

"We want home rule, not because of irritation with unfriendly legislatures, not because of a sentimental desire to call ourselves autonomous, but because we have suffered materially, substantially, through the lack of it. I declare that the regeneration of American cities and their rebirth in democracy is the most hopeful sign in American life today. If freed to work out their own destinies, they will soon become the dynamic centres of the progress and democracy of the nation."

At a recent meeting club correspondent Allan Fraser addressed the club for the first time in his new capacity. Among other things he said: "As your club correspondent it is not only my duty to represent this club on the editorial staff of THE ROTARIAN, but my obligation to THE ROTARIAN to represent it to you is just as great. It is very pleasant to come here, meet our friends, extend the glad hand, eat a good lunch and enjoy an interesting program which the Entertainment Committee has provided for us, but Rotary demands more of us than this, and it seems to me we should all interest ourselves in the things that are going on in Rotary all over the world, and that we are not doing our duty unless each of us does his part to help.

"There is only one way in which this can be accomplished and that way is to keep in touch with THE ROTARIAN each month. Get into it ourselves. Surely all the men who have ideas do not live outside of Buffalo. We're not willing to admit that. We want to have THE ROTARIAN not only read but eagerly looked forward to each month by all Rotarians and I am sure that with your helpful co-operation this can be accomplished.

"How many of you have read the Rotary Code of Ethics which was adopted at the San Francisco Convention? No man can read this Code and not be impressed.



Rotary float in patriotic parade July 4th at Moline, Ill. For article see page 396.



*A squad of members of the Richmond Rotary Club on one of the Friday "Little Journeys to Big Industrial Plants." These trips have proved of great Educational value, very enjoyable, and have served to promote acquaintanceship among members.*

I would like to see this Code printed on placards, neatly framed and hung in the office of every member of this club, and I am going to ask every newspaper representative to give it prominent space in his paper."

Fraser read the introduction to the Code and then each paragraph was recited by a member who previously had committed it to memory, the summary being recited by the president.

#### **CAMDEN Rotarian Inaugurate Excellent Publicity Policy.**

After a summer period of relative quiescence the Camden Rotary Club commences an auspicious season of activity with its eligible list filled and a waiting list of a half-hundred. During the summer months, however, the Club inaugurated a publicity policy looking towards the informing of the public at large as to the aims, purposes, objects and ideals of Rotary. There was delegated to one of the "literary" members the task of writing a series of essays dealing with the motives and mission of Rotarians and who and why Rotarians are and how they live and move and have their being. These essays were given prominent space by the local newspapers, with the result that much of the misapprehension which had existed in the popular mind regarding the club has been dissipated.

A program has been arranged for the monthly meetings for the coming year, whereby the various heads of departments of the municipality will be invited to speak at the banquets, with a view to having the Club take a more active non-partisan part in civic affairs and civic betterment. The experience of the Camden Club has taught it that in order to keep properly informed upon municipal problems it must have its members come in personal, intimate contact with those having such problems under their care and supervision.

#### **CANTON Rotarians Adopt Eighteen Little Brothers.**

The Canton Rotary Club took eighteen boys, ranging in age from eleven to fifteen years, for a two weeks' outing to Turkeyfoot Lake, and upon the return of the party all the eighteen boys were adopted by members of the club to be their "little brothers." Each of the boys will report at frequent specified intervals to his particular big brother, reporting on his progress in school or in the workshop, his general conduct and his financial needs. The whole club will insure the boys against any wants, and every Rotarian will endeavor to

help the boys develop into better boys and men mentally, physically and in a business way. The camp at the lake was a great success; it was in charge of Edgar Meyers, Boys' Director of the Y. M. C. A.; Merle Stambough, Harry Walthers and Clifford Bolander. Many of the boys had never been outside of the city before.

#### **CLINTON Rotarians Have Two Picnic Meetings.**

The Clinton Rotary Club has had two picnic meetings recently, and the members continually are showing increased interest in and a growing grasp of Rotary. One of the picnics was to the cabin of Rotarian B. M. Jacobsen, in which a procession of Fords played a prominent part. The other was to the Maquoketa Caves, stops at several towns along the way being made. There was a spring chicken dinner, a Dutch lunch, volley ball at 5 o'clock, and a grand old time all around. The picnickers covered 120 miles by auto that day, reaching home at 9 o'clock in the evening. The Club members are showing more and more interest in THE ROTARIAN.

#### **DALLAS Club Shows Steady, Solid Growth.**

Fourteen men who thought they could live better under the banner of Rotary met and organized the Dallas Club, April 18, 1911. On June 10, 1915, over 200 Rotarians and half as many guests sat down to a beautiful luncheon in the main dining room of the Oriental Hotel and installed their officers for the ensuing year. Dallas is proud of her Rotary, and the Rotarians take unto themselves a great and wonderful satisfaction in the fact that they have so sown the seeds of Rotary that practically every classification is taken and the waiting list grows longer with every passing day.

The weekly luncheons of the Dallas Rotary are both features and fixtures. The system of offering prizes is carried to its legitimate end, but none is permitted to win a prize who can not instantly recognize the donor, state his address and his line and show without any humming or hawing that he knows his fellow and what he sells. It is not often that a prize is drawn for twice.

At the annual meeting, which was addressed by Mayor Lindley and several men prominent in their walks of life, Harry Olmsted laid down the gavel of the president, after a splendid service, and it was taken up by Robert L. Thornton.



### DUBLIN Rotarians Active in Be- half of Wounded Soldiers.

The Dublin Rotary Club has spent a considerable portion of its energies in entertaining wounded soldiers. A considerable portion of the organization work involved has fallen upon the shoulders of Rotarians Barrett, Beckett and Stewart. The Earl of Meath, Viscount Powerscourt, Lord Monks and other Irish noblemen threw open their beautiful establishments to the Dublin Rotary Club in connection with the soldiers' entertainments. Rotarians in the United States and Canada, who met John Sheridan at the Buffalo Convention, will be interested to know that he has just recovered from a long and painful illness, borne with that fortitude all expected of him.

The largest organization of Commercial Travelers in the British Empire, namely, the United Kingdom Travelers' Association, cannot, of course, get along without a Rotarian on its committee. Once again, for the second time, C. F. Drought of Dublin Rotary has been elected head of the poll. Another Dublin Rotarian, John Sibthorpe, has been elected Vice-Chairman of one of Dublin's best-managed urban Councils, the Rathmines Urban District Council, while the insuppressible Secretary, McCornell, is, this year, President of the Insurance Institute of Ireland.

Much regret is felt in Rotarian circles in Dublin that they were unable to send even one delegate to San Francisco. Had it not been for the war, it is quite on the cards that a party of ten or twelve would have made the trip.

### FORT WAYNE Club Issues Special Newspaper Edition.

The Fort Wayne Club, which dates its beginning from January 15, 1915, proved itself wideawake in the issuance of a sprightly special edition of the Fort Wayne Journal-Gazette on Sunday, August 8. The edition was in charge of President Martin Luecke and Cliff R. Lipkey. Beginning with an elaborate two-color cover design, which included portraits of the Fort Wayne Club officers, the paper was crowded with portraits of the members and special designs and cartoons, together with a liberal quantity of advertising matter.

The paper was of importance as it introduced to Fort Wayne one of the newer forces in its municipal development. Many interesting and forceful articles brightened the reading section of the paper.

In the departure from Fort Wayne of W. M. Wardrop, former superintendent of the western division of the Pennsylvania railroad, now transferred to an eastern division, with headquarters at New Castle, Penn., the Fort Wayne Rotary club loses one of its

the departure of Mr. Wardrop, the club gave a noon luncheon in his honor, and later a number of Rotarians composed the committee which planned an elaborate farewell banquet at the Anthony hotel. On this occasion, place cards bearing the design shown on the accompanying design were given as souvenirs. The design was drawn by a member of the club.

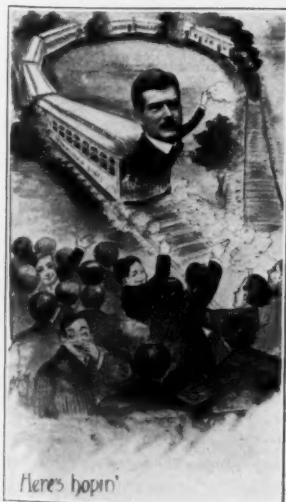
The club has taken an active part in the solution of the garbage disposal problem of Fort Wayne.

A short time ago the club entertained the orphans of the Allen County Orphan Home.

### A ROTARY GOWN.



On the occasion of a fancy dress event at Robison Park, an amusement resort adjacent to Fort Wayne, Mrs. Hugh Boland appeared in a dress made up of a special Rotary edition of the Fort Wayne Journal-Gazette. Even the fan and parasol were composed of advertisements of local Rotarians, clipped from the newspaper. She was "snap-ped" by Rotarian B. J. Griswold.



most active charter members.

The club has co-operated with the Fort Wayne Automobile Association to secure proper regulation of the automobile traffic of the city and county, and has secured the consent of the county commissioners to use the automobile license tax money for the placing of road signs and the improvement of the main thoroughfares of the county.

The Fort Wayne Rotarians were active in the proper celebration of the opening of the Lincoln highway and were the first club to become active in securing the exhibition of the Liberty Bell here.

### GALESBURG Rotarians Clear City Lots of Weeds.

Heavy rains made tall, rank weeds on vacant lots in many a city of the Central West this summer. The Rotarians of Galesburg didn't object so much to the rains as to the weeds, which were irreconcilable with the "city beautiful" campaign of the club. Because of this conflict, the Rotary Club began a war on weeds, which was carried to every

weedy property in the city. The club members divided the city into sections and covered them in automobiles, listing all weedy properties, with owner's name, location and condition.

When the list was complete, the assistance of the mayor was enlisted, and the city authorities sent out notices to all lot owners on the Rotary weed list. Those who failed to heed the first notice to cut weeds were followed up closely with threats of legal prosecution from the city, and as a result the number of weedy lots in Galesburg has now been reduced almost to zero.

The Galesburg Rotary Club has arranged to cooperate with the Rock Island Rotary Club in marking a trial between our two cities.

#### **GALVESTON Undaunted by Terrible Hurricane.**

Galveston, as all Rotary now knows, weathered successfully on August 16 and 17 the worst tropical hurricane that ever struck the coast of the Gulf of Mexico. That the city escaped practically unscathed is due to the protection afforded by the great seawall and the raising of the city's grade. Members of the Galveston Rotary Club have been particularly busy since the night of the big wind getting their own affairs in shape and doing their best for the whole community. The enthusiasm of the club is undiminished, and it is going forward to greater things.

The Galveston Rotary Club wants Rotary to know that it deeply appreciates the offers of assistance which have been given by Rotary. That this proffered aid has not been needed does not lessen the appreciation of the fine spirit in which it was tendered. They are especially grateful for the telegram received from President Allen D. Albert, whose kindly words were a benediction.

Many of the members of the Galveston Club lost heavily as a result of the storm. They have gone cheerfully to work to recoup their losses, meanwhile devoutly thanking God for life and health and the courage to do.

The club missed two meetings following the storm. Plans are already under way for a big Galveston representation at the Cincinnati convention next year.

#### **HARTFORD Rotarians Learn All About New Styles**

The Rotary Club of Hartford held its first fall meeting Wednesday evening, September 8th, at the Allyn house. It was known as "Style Meeting" and Rotarian Robert M. Brewster read a paper on men's styles and what would be the proper caper for the Fall and Winter. The talk was "illustrated" with a living model who appeared before the assembled Rotarians in all the latest wrinkles, showing what should be worn and how. The talk and the illustrations were a big success. The club presented to Clarence M. Rusk who has served the club as president for three years a handsome 19-jewel gold watch and chain. The delegates to International Rotary reported. The next meeting will be Wednesday evening, October 13, when Rotarian Charles B. Cook, vice-president of the Royal Typewriter Company, will read a paper on "The Human Element in the Factory."

#### **HOUSTON Rotarians Suffer Slightly from Hurricane.**

The month of August marked considerable activ-

ity in the Gulf Coast country generally, and naturally Houston did her part. Rotarians have been chiefly concerned in helping conditions to a point of normality after the recent hurricane, which did considerable damage to Houston. Rotarians generally suffered but small loss, because as business men they realized the necessity of insuring against damage by winds, so that they will be reimbursed in a great measure for their losses. The club was very active in giving such relief as was needed, although the demand was not great.

The new officers recently elected were inaugurated at the night meeting in August in a rather unique manner. A retiring officer recited the shortcomings of another retiring officer, all done in a spirit of fun and humorously.

The affairs of the club are assuming their normal activity now that the convention delegates have returned, and have made their reports, and the new officers have taken hold, and every preparation is being made to receive President Albert when he makes his all-Texas tour.

#### **INDIANAPOLIS loses George Wray by Removal to Detroit.**

George B. Wray, the founder of Indianapolis Rotary and for two and a half years its very earnest and efficient secretary, has removed to Detroit, to the great personal regret on the part of each member of the club. H. A. Zimmerman, of the Remington Typewriter Company, succeeds him in the secretaryship.

At the July 13th luncheon, which was the farewell to George, Rotarian C. A. Bookwalter said that the much-abused words, "Booster" and "Efficiency," had their best exemplification in the work of Secretary Wray. The rules were suspended and by a unanimous vote he was made a life member of the club he started, and was presented with a handsome watch fob in the form of a golden rotary wheel with a diamond center. At the following luncheon each member found a long-stemmed pink rosebud at his plate and a telegram from Detroit, read by President Pittsford, informed them that the flowers were a token from the absent member.

Joe Mitchell Chapell's recent visit bore fruit in the shape of a handsome flag, the gift of Rotarian J. N. Fatout. It hangs on the wall just back of President Pittsford's table, and hereafter no luncheon will be without the sight of its inspiring folds.

#### **LOUISVILLE Assists in Forming Three New Rotary Clubs.**

Louisville Rotarians have been active in Rotary extension work. Forty members of the club went to Lexington to assist in the organization of the new club in that historic Kentucky city. A few days later a large delegation went over the Ohio river to New Albany, Ind., and helped to organize the Rotary club there. Some thirty members of the Louisville club spent the day, July 20th, at Owensboro, on the Ohio river, in the "pennyrile" district of the Blue Grass state, and were largely instrumental in the successful launching of the fourth Rotary club in Kentucky. Governor James B. McCreary was a member of the party.

One-third of the party recently sent out by the Commercial Club of Louisville, on a special train of nine sleepers, for a tour of Kentucky, Tennessee

(Continued on page 396.)

# THE ROTARIAN

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[SEAL] Sworn to and subscribed before me this 22d day of September, 1915. (My commission expires October 24th, 1916.) FRANCIS H. QUAIL, Notary Public.



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Are You?”**

The Cincinnati Rotary Club  
The Cincinnati Chamber of Commerce

**“Tell 'em All To Come”**



## December ends

"Two fairs for one fare"

Go early this fall to  
California

San Francisco Exposition  
Closes December 4

San Diego Exposition  
Closes December 31

The very low excursion fares of \$62.50 from Chicago and \$50 from Kansas City—in effect until November 30.

Grand Canyon of Arizona, on your Santa Fe way—only \$7.50 additional railroad fare. Pullman sleeper to the rim. Four daily transcontinental trains, including the California Limited.

Ask for "Grand Canyon Outings," "California Outings," "Sights to See," "California Limited" and "Both Expositions."

W. J. Black, Passenger Traffic Manager,  
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### (WHAT THE CLUBS ARE DOING.)

(Continued from page 392.)

and Virginia, were Rotarians. On the regular luncheon meeting day they held their meeting in one of the dining cars. Knoxville Rotarians were visited on the trip. Some fun was provided when charges were brought against a prominent member of the club, and a mock trial was held. A "hung" jury prevented him from being expelled from the club.

Louis K. Webb, president last year, was presented with a leather-bound volume of letters of appreciation written by club members. Frank Buerck, his successor, made the presentation.

The third and last outing this summer was a moonlight excursion on the Ohio, Thursday, August 26th. "Shirt Waist Day" in July was a great success. R. B. Jones won the booby prize, with a dickey and an undershirt.

### McKEESPORT Takes up War on Garbage Dumps.

In spite of the warm weather and the lure of the vacation resorts, the McKeesport Rotary Club held its meetings regularly during the summer, with a large attendance. The club has taken up civic work in a practical way: At a recent meeting the mayor and the four commissioners were present, and their co-operation was secured. The elimination of garbage dumps is the work the Rotary Club has mapped out for itself, and with the help of the city administrations this highly desirable result will be accomplished. Municipal collection and disposal of garbage is the ultimate goal of the movement.

Recently the Rotary ladies were entertained at the farm of John A. Shaw, this being one of the periodical "ladies' nights" of the club. The next one will be a corn roast at the farm of J. M. Johnston. An auction of Rotary products donated by members was held, and the proceeds will be used for the entertainment of the ladies.

The club is interested in the Rotary edition of The Daily News (the Rotary newspaper of McKeesport), which will be published in the near future. The edition will contain the pictures of all McKeesport Rotarians and articles descriptive of what Rotary is accomplishing, both locally and abroad.

### MOLINE Rotarians Active in Patriotic Celebrations.

The Moline Rotary Club, now an organization of sixty members and yet less than a year old, has very decidedly made its influence felt in the community. Its popularity is increasing, and everyone is beginning to feel the scope and spirit of Rotary. The average attendance at the weekly luncheons is above 90%.

Wednesday, June 30th, the regular meeting day, was given over to a patriotic demonstration or Flag Day. There was a 100% attendance. Rotarian Henry Lundt of Lundt & Co., dry goods, presented to the club a beautiful silk American flag. The club has adopted the custom of displaying the American flag at its meetings and at the conclusion of each luncheon or meeting, an American patriotic song is sung.

The Club helped in a very marked degree to make the best safe and sane Fourth of July that Moline has had. President Hosford, who is also President

(Continued on page 398.)



# A NEW STANDARD OF TYPEWRITER VALUE

IS SET BY THE  
COLUMN SELECTOR  
OF THE

## Model 10 Remington

This exclusive feature hands you a rebate every day, in the shape of real time saved for your typist.

You pay real money for your operator's time.

The minutes and half-hours saved by the Column Selector are actually money in your pocket—

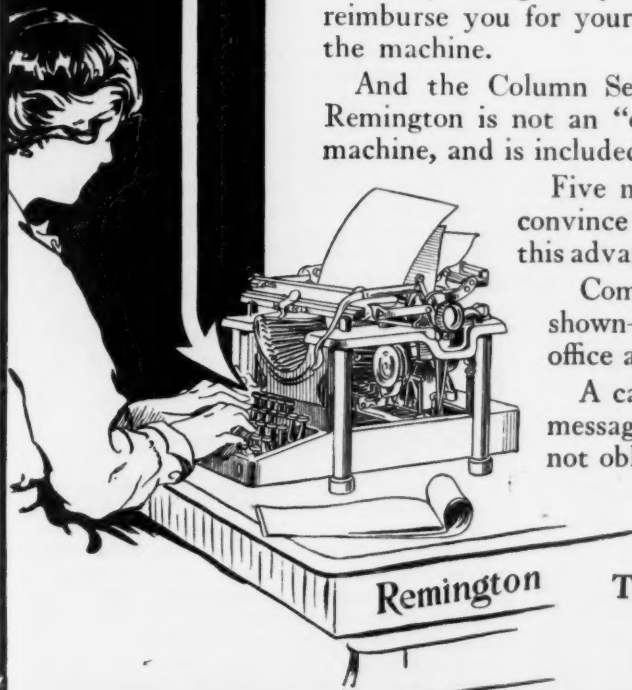
Money enough in your pocket before long to reimburse you for your entire outlay in buying the machine.

And the Column Selector of the Model 10 Remington is not an "extra"—it is built in the machine, and is included in the price.

Five minutes of your time will convince you of the importance of this advance in typewriter building.

Come to our office and be shown—or let us come to your office and show you.

A call, a card or a telephone message will answer, and will not obligate you in any way.



**Remington**  
**Typewriter Company**  
(Incorporated)

New York and Everywhere

## Say Fellows!

### Here's the ONLY one for Rotarians

The AMERICAN MODEL BUILDER is the new construction toy you'll say has got 'em all beat!

—because it gives you 15% more new and novel parts, such as real automobile wheels, car wheels, bolster plates, "T" strips, ratchet pawls, new gears and angle irons, truck frames, etc.

—because you can build **more** practical working models, models that you can really operate.

—because you can build lots of models possible with no other outfit. Our 1916 manual shows 370 models, a new toy for every day in the year—and hundreds of others can be built.

—and because every part is made of the highest grade brass and cold-rolled steel, double plated. The American Model Builder lasts!

#### A real electric motor given FREE

with even the medium-priced sets. Not a toy, but the **real thing**—a high-grade motor that has bronze bearings, finest wiring throughout, brushes, commutator, etc. Will lift ten pounds. Think of that, fellows!

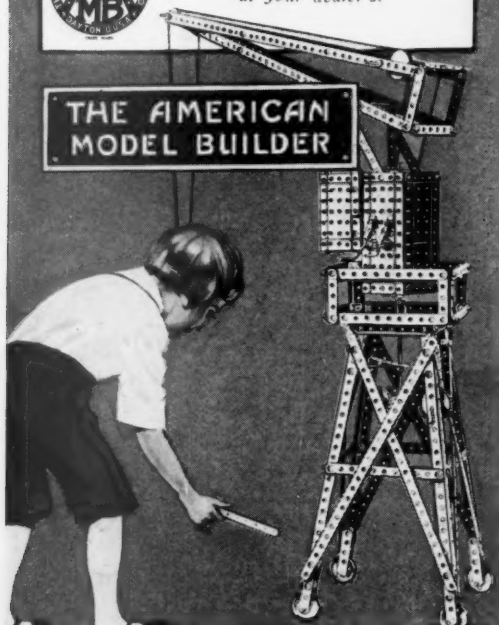
### Write for the "New Story of Steel"

—a gripping romance of the steel industry, and catalog showing different outfits and hundreds of models you can build. With it we will send details of big prize contest for new models, with 155 prizes valued up to \$100 each. Write now. The American Mechanical Toy Co., 408 E. First St., Dayton, Ohio. F. A. Wagner, Rotarian, Pres.



See the American Model Builder at your dealer's.

**THE AMERICAN  
MODEL BUILDER**



#### (WHAT THE CLUBS ARE DOING.)

(Continued from page 396.)

of the Sane Fourth Association, had entire charge of the celebration and especially the great civic parade. Rotarian W. E. Taylor delivered the patriotic address in the evening. The Rotary Club was represented in the parade by a beautifully decorated auto-truck float, which work was done by Rotarians Mansur, Tarbox, Wheelock and Rose.

On July 7th, the entire Rotary Club assisted in the reception of the Liberty Bell, which passed through Moline on its way to the Coast.

The crowning event of this season's activities, thus far, was the Tri-City Rotary Picnic, under the auspices of the Moline Rotary Club. The Moline Rotary Club invited its sister cities, Rock Island and Davenport, Iowa, to participate with them in a big outdoor gathering, which was held at Campbell's Island, July 14th.

#### MONTGOMERY Rotarians Conduct Church Services.

The Montgomery Rotary Club accepted the invitation of the pastor of the First Presbyterian Church, who is a Rotarian, to conduct the evening services at that church July 4th. Retiring President, Ralph Quisenberry, presided. The music was furnished by a male quartette under the direction of Rotarian C. Guy Smith.

That the Rotary Club of Montgomery does everything right or not at all, was again demonstrated Wednesday afternoon, when nine cars too many arrived at the Masonic Home to take the residents of the Home for an afternoon's entertainment. About fifty members of the club were at the Strand Theatre to welcome the happy guests. After the picture show the children and grown-ups went for a ride. When they returned at five o'clock to the Masonic Home ice cream and cake were served on the lawn.

The Montgomery Rotary Club's live printer, Henry C. Crenshaw, of the Brown Printing Co., immediately on receipt of the August issue of THE ROTARIAN containing the Rotary Code of Ethics, reprinted the same on a handsome card, in attractive style, and at the next club meeting had one placed at the plate of every member. They now occupy prominent places in the stores, offices and plants of Montgomery Rotarians, who are proud of this most excellent piece of literature. The attention of the newspaper members, "The Montgomery Advertiser" and "The Montgomery Journal" was called to the importance of having it published in their respective papers.

#### NEW CASTLE Rotarians Plant Seed in Butler.

A large number of New Castle Rotarians journeyed by autos to Butler to enjoy dinner at the Hotel Nixon and plant Rotary seed in that city. Besides the New Castle Rotarians there were about twenty business and professional men of Butler present. President Seavy of the New Castle club acted as toastmaster and called on several New Castle members to explain Rotary.

Immediately after the dinner the Butler men held an informal meeting and elected L. W. Zuver temporary chairman and authorized him to appoint a committee to take up organization with the

(Continued on page 400.)



# Service—Invitation



THE VOICE OF

## HOUSTON ROTARIANS

SAYS

## COME and SEE

As promoters of all things worthy and legitimate, as counselors and criticsers, you should personally, at first hand, acquaint yourself with the extraordinary distributing facilities offered by the Houston Ship Channel.

This great trans-Mississippi waterway presents a new and economically correct distributing factor of interest to every Rotarian especially if he be a resident of that vast and rapidly developing region lying between the Rocky Mountains and the Mississippi River.

It cost five million dollars, and it is worth vastly more than that. The citizenship of Houston combined with the government to

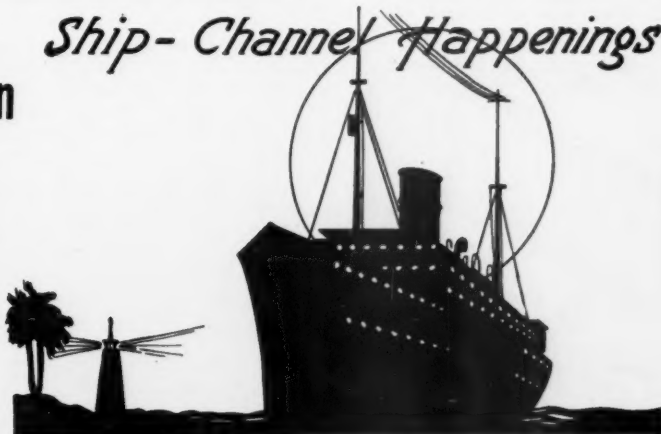
shape it. This gift we now present to every tax payer in the United States. Take it and make the most of it. It's yours—God bless you.

Annual traffic over this waterway even now totals over \$53,000,000. The regular line of vessels now plying between Port Houston and New York makes certain it's future. It means that business interests throughout the nation will utilize its distribution savings. It means that Houston is a seaport and that she will stretch across the ocean to the centers of other continents.

We sincerely hope each and every Rotarian will accept this invitation to come and see for himself the Houston Ship Channel.

Every  
Rotarian  
is  
Invited  
to be  
Our  
Guest

*Ship-Channel Happenings*



Come  
to  
Houston  
We  
Want  
You

WHERE SEVENTEEN RAILROADS MEET THE SEA  
HOUSTON, TEXAS

## Grand Waterway Fiesta

1915 WEEK OF NOVEMBER EIGHTH 1915

A carnival famous for features for lovers of fun who at the same time desire to extend their acquaintance with such potential business building a factor as is the **Houston Ship Channel**



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*Are Worthy—They are Meritorious  
and practical.*

Whatever your business or profession—there is an

## Egry Register System



practically devised and developed to meet the specific requirements and its adoption will save you money, time, worry and labor—reduce the element of error to a minimum and eliminate lost motion.

Let us send you, without cost or obligation, our book



**Egry Registers and Systems**  
*Do it now—while the impulse is  
with you.*

**The Egry Register Company**  
Rotarian M. C. Stern, General Mgr.  
**DAYTON, OHIO.**

**We serve you serviceably because  
no other policy pays.**

**IF IT'S  
LITHOGRAPHED  
WE  
DO IT**

**Lutz & Sheinkman**  
INC.

**222-242 WILLIAM STREET  
NEW YORK**

**WE CARRY ROTARY  
POSTER STAMPS  
IN STOCK**

**SAMPLES ON REQUEST**

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 398.)

district governor of the International Association of Rotary clubs for the district.

Delegate Geo. W. Muse returned from the International convention in time to give a preliminary report at the last meeting which was enthusiastically received. Mr. Muse presented President Seavy with a gavel made from a tie taken from the old Panama Railroad. (Genuineness guaranteed.)

### RALEIGH Rotarians Hosts at Splendid Intercity Meeting.

The Raleigh Rotary club had the delightful experience of being hosts for the day at an intercity Rotary meeting with many guests from the Rotary clubs of Richmond, Norfolk, Wilmington and Asheville. The Raleigh "News and Observer" issued a special edition of forty pages in honor of the occasion.

—Every detail of the very interesting program went off according to schedule and the rivalry between Richmond and Norfolk almost reached a climax when the Norfolk club's ball team "put it over" the Richmond boys by a score of two to one for the Rotary championship of Virginia. They played only one inning but it was a ball game just the same.

There was a Rotary breakfast at the Yarbrough Hotel, a barbeque at the Country Club, athletic contests of all kinds, a dinner and a dance in the evening and a further welding of the Virginia Carolina spirit of Rotary fellowship. The Richmond party left at ten-thirty in the evening but the festivities of the day were not ended then because the Raleigh, Asheville and Wilmington Rotarians were the guests of the Norfolk club on their special train where a good luncheon was continued until after midnight.

### RICHMOND Spends Great Day With Raleigh Rotarians.

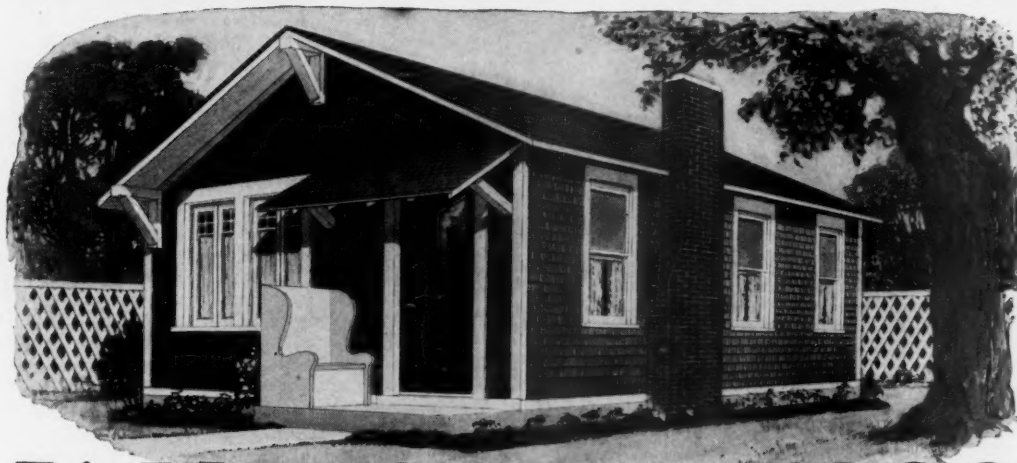
Forty-nine Richmond Rotarians journeyed by special train, August 10th, to their neighbor city in the Old North State at Raleigh—as the invited guests of the Raleigh Rotary Club. Norfolk, Va., Wilmington and Asheville, N. C. Rotary clubs were also represented. There was a total of one hundred and forty-nine live-wire Rotarians in the bunch who enjoyed a day of unprecedented pleasure, and one that will be impossible to ever forget. "Our hats are off to Raleigh for one of the finest examples of true Southern hospitality that was ever put over the plate," writes club correspondent Rufus S. Freeman.

"A most enjoyable part of the day's entertainment was at the Milburnie Fishing Club where an old fashioned North Carolina Barbecue and Old Virginia Brunswick Stew were served along with other good things. Two happy hours were spent at the Fishing Club. At the Raleigh Athletic club the Rotarians took complete charge of the baseball park. We marched, played leap-frog, drank pink lemonade, ran foot races, pulled off fake fights, played one inning of baseball and finally watched a real ball game between Raleigh and Durham.

"The final entertainment was pulled off at the Country Club where a delicious buffet supper was served after which came a stag dance, cabaret and

(Continued on page 402.)

# ALADDIN



**This 5 Room Cottage Home \$298**  
*A Dollar a Knot Guaranteed*

## Startling Facts Disclosed in the ALADDIN Catalog

Can you get twenty feet of lumber out of a sixteen foot board? The ALADDIN catalog shows how it is done. Can you get a nine foot ceiling out of an eight foot six inch two-four? The ALADDIN catalog shows you how it is done. Can your carpenter nail on a thousand feet of siding a day? (The average carpenter accomplishes less than a third of this amount.) This great catalog demonstrates these facts indisputably—and shows how you get the benefit of these savings in your home—by the ALADDIN Read-Cut System of Construction.

## Ask Your Neighbor About His ALADDIN Home

ALADDIN Houses are scattered in almost every community in the country. There is sure to be one near you, wherever you live. Let us direct you to it. Look it over inside and outside—talk with the owner. Ask him about the money he saved, the satisfaction he enjoys, the pleasures of owning an ALADDIN.

## ALADDIN Builds an Entire City

The great ALADDIN organization was called on to *build a city in sixty days*. Most urgent was the necessity for quick action. A large industrial project demanded a new city—complete—to be created in a practical wilderness at the source of



its raw material. ALADDIN was called in, took the job and *finished it fifteen days ahead of schedule*. Hopewell, Virginia, stands as a monument to ALADDIN'S unlimited capacity—a city of two thousand population. And, whether it be an entire city, or a single little four room cottage, ALADDIN'S Golden Rule Service never fails to bring satisfaction and happiness out of each transaction.

## Send for the Interesting ALADDIN Catalog

Take the time today to send for the splendid catalog of ALADDIN Houses. It is intensely interesting in its description of the wonderful Read-Cut System of Construction. It displays a splendid line of Modern American Homes with pictures of charming interiors and tells you the cost of every one. You will be delighted with every one of the 128 pages.

## Here's the Story in a Few Words

The ALADDIN organization is built to serve you in the selection and planning of the right home to fit your ideas and needs; to furnish you with all of the lumber and materials for its erection and completion, and to help you in smoothing out difficulties ordinarily encountered by the home builder. The ALADDIN catalog pictures over 150 houses, from the smallest, to \$10,000 homes, shows floor plans and the arrangements of rooms in each; full and detailed specifications of all the materials entering the construction of each house—and names the price, plainly printed on each page, for the complete house. A copy of this book will reach you by return mail. Send today for catalog 335.

Mills in **NORTH AMERICAN CONSTRUCTION COMPANY,** Mich., Fla., La., Ore., Can., Toronto, Ott., Cawa, Vancouver

336 Aladdin Avenue  
**BAY CITY, MICH.**

## ENGRAVING

You run absolutely no risk of disappointment when you have your Engraving done at BURROWS.

Wedding Announcements and Invitations, Calling Cards, Dinner Cards—in fact Engraving of every kind and for all purposes is executed by us in a manner that absolutely assures satisfaction to the smallest detail.

Samples and estimates furnished on application.

Rotarian John J. Wood, President

The Burrows Bros. Company  
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# MICHELL'S

## SEED HOUSE

is the most completely equipped establishment of its kind in the United States.

Write or call to-day for our mammoth Catalog of Seeds.

Free of course.

# SEEDS

518 MARKET ST.  
PHILA.

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 400.)

vaudeville stunt, all of which kept things lively from seven to eleven p. m.

"Our last meeting, the 24th of August, was held at Varina Farm, ten miles from Richmond, situated on the James—a colonial home and plantation of one thousand acres. It dates from 1632 when an English settlement was made. This famous place was the home of John Rolfe and his Indian bride, Pocahontas. It is now owned by Rotarian Thos. G. Sydnor of Richmond."

### ROANOKE "Tickled" Over Election of Gov. Sites.

"That Roanoke Rotary selected wisely when C. E. Michael (bridges and structural iron) and the Rev. G. Otis Mead, were sent to San Francisco to represent the 'New Spirit' from this section, was demonstrated by the fact that they 'put over' David P. Sites, past president, for governor of district No. 4," writes club correspondent Hewlett. "Dave Sites is a Rotarian all through and before the end of the year's administration Virginia, North and South Carolina will know it.

"Thursday, July 29, marks the date of the greatest outing the Roanoke club has enjoyed. In the evening of that day more than fifty members went to famous Hollins College as guests of 'Farmer' Joseph A. Turner, manager of the Hollins plantation, who was assisted by 'Surgeon' H. H. Trout and 'Steam Fitter' A. J. Kennard, who operate an extensive poultry plant on the side. The affair was a 'farm products picnic,' everything making up an excellent picnic spread being products of the hosts' farms."

### ROCHESTER Rotarians Have Stag Dinner at Summer Park.

The regular weekly meetings of the Rochester Rotary club were discontinued during the months of July and August, because of the large number of men absent from the city on vacations, and the fact that there is little doing in club life in Rochester during this period.

In place of the regular weekly meeting, a stag dinner was held the evening of July 14th, at Ontario Beach Park, as a compliment to Rotarian Elmer J. Walters, who is manager of the park. This was in the nature of a Charlie Chaplin dinner, and was largely attended.

August 17th, Ladies' night, was held at the Newport house, on the shores of Irondequoit Bay. This was a dinner dance, and was voted by all who attended a very successful affair.

The regular weekly meetings were reinstated Tuesday, September 14th; at which time President O'Hea was to submit his Convention report.

### ROME Club Entertain Forrest Highway Delegates.

The Rotary Club of Rome entertained the delegates to the Forrest Highway Association which was formed in Rome July 4th, promoted principally by Rome Rotarians and the Rome Chamber of Commerce. This Highway will join the Dixie Highway at Rome, linking up all the territory to the Gulf, through Birmingham, Montgomery, Mo-

(Continued on page 404.)



# Send 32c for a 55c Sample Box of ROTARY CIGARS

*We want to convince you that this cigar in quality and workmanship is a credit to Rotary. Only one box delivered to any one party.*

Made  
in  
Bond  
and  
Manufactured  
in  
Sixty Sizes



Your  
dealer  
has  
them  
or can  
Get  
them

"MADE BY MEN WHO KNOW HOW"

*Arango, Villazon y Ca.*  
TAMPA, FLORIDA

## A Sure-Enough Rotarian

The service idea, the idea of reducing human drudgery and increasing human cleanliness, health and happiness, is embodied in the

**TUEC STATIONARY CLEANER**

For Health and Cleanliness.



It is made by a Rotarian organization in the largest plant in the world devoted exclusively to the manufacture of stationary cleaners. By moving the greatest volume of air per minute it does the most efficient cleaning in skyscraper or cottage.

Given the Highest Award, the Grand Prize, at the Panama-Pacific Exposition, San Francisco.

Write for the TUEC Book.

**The United Electric Co.**

Canton, Ohio—Dept. R.—Toronto, Can.

*This Space Reserved for the*

**Martha  
Washington  
Hotel**

(For Women)

29th Street Near 5th Ave.  
NEW YORK

Geo. C. Brown, Rotarian

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 402.)

bile, New Orleans, etc., and Rome Rotarians are proud of their part in the enterprise.

An interesting meeting was that held at the plant of the Fairbanks Company in Rome. This is one of the largest of Fairbanks' plants. Interest was so keen that some plan will be adopted to visit every plant represented in the club during the next few months.

During August, the Entertainment Committee planned a competitors day, every member having as his guest one or more of his competitors.

### SAN ANTONIO "Native Son" Stunt a Great Success.

"It has been quite a while since this club has sent you a letter," writes correspondent Porter F. Loring; "but all that time it has been doing things and its club correspondent is the only member who has slept on his job."

"Some time in June we treated the newsboys to a picnic; every kid that could even claim kin to a newsboy was there. Just to show them that we were with them, we marched from the Alamo at the head of the procession with a brass band trying to drown out the awful noise they themselves were making, as they came down the street. Cars were then used to San Jose Beach. And honest, it was we who had the fun."

"Then the fourth of July came along and we distributed ten thousand patriotic circulars; with the U. S. flag in colors and beneath 'Old Glory' quotations from the Constitution and the Declaration of Independence, because we felt that this year, of all years, we were better able to realize the blessings of it all."

"One of the best stunts we ever had was our 'Native Sons' luncheon where the members were grouped according to their native states, and each state had one of its native sons proclaim its glories and its history."

"The foreigners,' at their own little table, hung up a sign 'The Real Americans,' and it was they who led the singing of the Star Spangled Banner at the meeting's close. It was a real stunt and should be tried by every other club."

### SCRANTON Rotarians Get New Sand Beach for Kiddies.

Scranton's public swimming pool now has a sea sand beach for the kiddies through the efforts of Rotarians. That's an outward demonstration of grit and will give the new administration a good purchase for a flying start. Club correspondent Reese adds:

"The new year is on its way now with President H. A. Smith's inaugural speech still ringing in their ears. August 2nd was Buck's meeting—'stag' affair of course—but the occasion was the home coming from the convention of Walter Buck, monarch of the Lackawanna forest, without visible horns and a true Rotarian. Mr. Buck was boiling over with ideas and enthusiasm. He was loud in his praise of the intense fraternal feeling expressed and exercised by all Rotarians everywhere."

(Continued on page 406.)



# You Can't Do It

Can you drive your auto at night in safety? You can't take the glare off your headlight and see the road. You can't do it, can you?



# You Can Do It

with an **E. & S. Adjustable Dimmer** on your car. Simple, adjustable, installed in ten minutes, economical, saves your nerves saves your batteries. Night riding becomes a pleasure with an **E. & S. Dimmer** on any car from a Ford to Packard. PRICE **\$5**

Selling Agents for U. S., **W. F. SHARPLES CO.**, 527 Walnut Street  
(ROTARIAN) McKeesport, Pa.

Manufactured by **E. & S. Dimmer Co., McKeesport, Pa.**

Representative for Wash., Cal., Nev., Utah  
**E. B. DONNELLY,**  
Salt Lake City, Utah

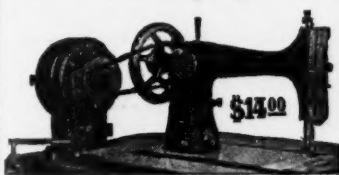
Chicago Representative  
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105 W. Monroe St.

Eastern Representative  
**J. B. SHALE,**  
26 Beaver St., New York

Agents wanted in every city in the U. S.

Rotarians given first opportunity.

## Let Us Equip Your Factory or Your Home Electrically

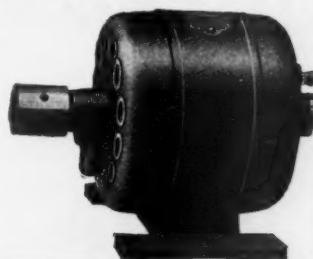


Household Sewing Machine Motor ..... \$14.00  
Household & Dentists Polishing Motor ..... 14.00  
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Household Table Fan Motor.. 7.50

We solicit your inquiry and order for the Electric Motors, and Electrical Machinery which you need. We will furnish it reasonable, promptly and of guaranteed quality. If you have a problem in equipment our Engineering Department will solve it for you, with twenty years' experience to back it up. We please by attention to details and as a Rotarian ask you to Boost our Best. Write for our Illustrated Booklets on the apparatus you are interested in.

**Fidelity Electric Co.**

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**Magazine Advertisements** are short stories of progress and adventure in the commercial and industrial world. Read them in **The Rotarian** and other good magazines. You will find them both **interesting** and **profitable**



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Designers and Photo-Engravers  
in one or more colors

PHILADELPHIA



## How About Personal Efficiency?

Are you getting as much health, wealth and happiness out of each day as your efforts and latent abilities warrant?

### Most of Us Are Not

more than 10 per cent efficient. It is safe to say *all could* at least double their efficiency—if they really determined to.

### Sheldon Increases Profits

for men in all walks of life. In twelve years over 70,000 have studied his system and more than 2,500 firms have used the Sheldon Course to increase the efficiency of their executives and employees.

### The Sheldon Book Is Free

to all true Rotarians who believe that "He profits most who serves best." Just a simple request brings it. Write now—while you think of it—to

### The Sheldon School

470 Gunther Building  
CHICAGO MOTHER CITY  
OF ROTARY



## You Lose Money Every Day

If you give away or burn up waste paper. It's worth 30c to \$1.00 a hundred and there's always a ready market. Bale your waste with the



### PAPER BALER

the simplest, strongest, easiest to operate of all paper balers. All steel—absolutely fireproof. Good for a life-time and will **earn money and save money** for you every day. Write for low factory prices and our liberal

### Free 10 Day Trial

proposition. It doesn't cost you anything to find out what a Schick Baler will do for you. We assume the risk of a free 10-day trial, giving you an opportunity to satisfy yourself that the Schick is a money-making proposition for you. Write today for Catalog R and full information.

**Davenport Mfg. Co., Davenport, Ia.**  
Salesmen and Jobbers Wanted.

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 404.)

"The joint-meeting which was to have taken place with the Binghamton club became dislocated on the Binghamton side of the joint, and was reset at Lake Ariel. Our ball team played Ariel's crack team instead and in the words of President Smith the score was close; that is, we were close to 5 and they were close of 50. We took our wives and sweetheart—we're all married but one.

"Rotary pillars:

HonoReliability  
GOptimism  
Accomplishmen Truth  
StaminAmbition  
ValoReadiness  
Integrit Yield

"Taken from any viewpoint, you cannot avoid its ennobling principles."

### SHREVEPORT Has Women Guests at Luncheon.

For the first time in its history the Shreveport Rotary Club on August 6th had women guests at one of its regular weekly luncheon-meetings. It proved a delightfully enjoyable occasion, and added more to Rotary's popularity perhaps than any other event.

The importance of business men recognizing the value and necessity of the citizen soldiery was emphasized in a stirring address August 21st by Colonel Frank P. Stubbs, Jr., of Monroe, La., commanding the Louisiana National Guard. Col. Stubbs and his staff officers were Rotary's guests.

The colonel urged the Rotarians to help other good and patriotic citizens build up the national guard organization.

A Rotary meeting that stands in a class by itself was held here August 28th. The occasion was designated "Gredler Day," and the numerous expressions by fellow members testified most touchingly to the splendid esteem in which Rotarian John G. Gredler is held and was evidence of the genuine regret caused by the announcement that he was to leave Shreveport, August 30th, for his former home in Waukesha, Wis., where he had accepted an attractive offer to take a partnership interest with Robert G. Morey, owner of the Pleasant Valley Farm.

The Club in co-operation with the Shreveport Provident Association gave an outing to the city's invalid and indigent men and women. The club is increasing its popularity as well as its usefulness by these outings.

### SPRINGFIELD, Mass., Rotarians Talk Across Continent.

The Springfield, Mass., Rotary Club, September

(Continued on page 408.)

**Hotel Allen** RATES: \$2.50 to \$5.00

**Modern Restaurant**

Rotary Hotel

ALLENTOWN, PA.



## CARD OF INTRODUCTION

MR. Allen D. Albert,

Minneapolis, Minn.

MEMBER ROTARY CLUB

TO HOTEL SHERMAN

RANDOLPH STREET AT CLARK

AND FORT DEARBORN HOTEL

AT LA SALLE STREET STATION

CHICAGO

DOWNTOWN ROTARY CLUB HOTELS

## Chicago Down - Town Rotary Hotels

Rotarians who visit Chicago are cordially invited to write us for a card of introduction to our *Rotary Hotels*.

HOTEL SHERMAN CO.,  
Chicago, U. S. A



## The Newhouse Hotel

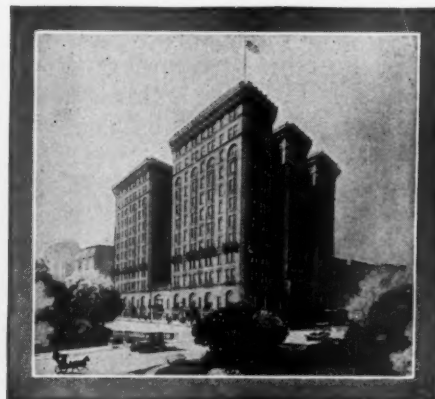
### SALT LAKE CITY, UTAH

Opened to the Public March 27th, 1915.

FIREPROOF

400 rooms, every room with a bath, and an outside room

Absolutely first-class Rates, \$1.50 and up  
SAM'L NEWHOUSE, Pres. F. W. PAGET, Mgr.  
(Rotarian)



## HOTEL MAJESTIC

### NEW YORK

is the unusual in hotel accommodation. It is a magnificent structure, perfectly appointed, close to city activities, but removed enough for beauty and quiet. Fronts on Central Park—an entire block from 71st St. to 72nd St. All of the 600 rooms receive air and light from the great out-doors. Rooms \$2.00 and up.

Write me and I will send you a booklet and a Rotarian letter.

COPELAND TOWNSEND  
Managing Director

Central Park West at 72nd Street.

## HOTELS STATLER

### An Interested Service

WHEN we say Hotels Statler offer a "complete service," we mean that every guest gets what he wants in a Hotel Statler. He is served by well-trained, unobtrusive employees, who are in the background till the moment they're wanted, and are then right at hand and interested. He gets this service whether he spends \$1.50 or \$20 a day.

Every—every—Hotel Statler room has private bath; outside light and air; circulating ice water; writing desk with plenty of stationery, etc.; local and long distance telephones; pin-cushion, with needles, thread, buttons, etc.; candle for a low

night-light, and numerous other unusual conveniences. Morning papers delivered free to every guest room.

Hotels Statler lobbies and public rooms are cheerful, luxurious, and comfortable.

### BUFFALO - CLEVELAND DETROIT Rotary Hotels



Buffalo  
450 Rooms  
450 Baths



Detroit  
800 Rooms  
800 Baths



Cleveland  
700 Rooms  
700 Baths



### ELECTRIC IRON

Here is a six pound household iron that consumes only 400 watts and costs only **three seventy-five**. Guaranteed for five years—long enough to more than save its total cost compared with the wattage of other irons. A good looker and a better doer.

**Manhattan Electrical Supply Co.,**

Rotarian F. M. Pierce, Manager

114 So. Fifth Avenue, Chicago

New York

St. Louis

Frisco

## Phantom Powder---

The *ONLY* Powder in Solid Form—  
You have a Treat Coming—  
A most Delightful Preparation.

Will neither rub, wash nor perspire off—but is easily removed—  
Makes your skin look smooth as marble—and feel flexible and natural—

**For the FACE, NECK, ARMS,  
and AFTER THE BATH**

Comes in Cream—Flesh—Brunette  
At the nearest Marinello Shop

**Marinello Shop**

53 E. Madison MALLERS BLDG. CHICAGO

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 406.)

10th, had a big dinner at which there was a demonstration of trans-continental telephony. Theodore M. Vail was to be present as the chief speaker. There was a telephone receiver at each chair for the 250 present. The program provided for talks between the mayor of Springfield and the mayor of San Francisco; the president of the Board of Trade, and the president of the San Francisco Chamber of Commerce; the president of the club, and the president of the San Francisco club. A flashlight photograph was taken.

### TRENTON Assimilates All Members; Ready for More.

Trenton Rotary has had a wonderful summer. Despite the hot weather, it has been wide awake all the time. Visiting Rotarians expressed surprise at the large attendance at the weekly dinners, every one of which was followed by a good talk. The officers reserved the real red-letter event of the summer, however, for the last Thursday in August. It was an automobile trip to the seashore, fifty miles distant, with a moon-day lunch, a tournament on the famous Spring Lake golf links, fishing parties, a test for the sharp shooters on Sea Girt range and finally a clam-bake that put the finishing touch on a day of immense sociability.

Trenton Rotary in the spring put the lid on further admissions till the present membership was thoroughly assimilated. Here is a point for Rotary throughout the country to consider: A large membership roll with few intimates or a smaller bunch that know one another like brothers. The latter result has been practically attained in Trenton and now the gates will be reopened. There are many eager to get in.

### TULSA Rotarians Have First Annual Press Day.

The Rotary Club of Tulsa held its first annual "Press Day" luncheon, June 23, the entire program for the day being in charge of Tulsa newspaper men. It was one of the most successful and unique meetings in the history of the young organization. During the progress of the meeting half a dozen typical newsboys rushed into the grill room of the Hotel Tulsa with "Extra" edition of the "Worldocrat" (a combination of the World and Democrat) and the Rotarians spent a half hour in reading the "Scandals of the Tulsa Rotary Club." The newspaper was in miniature.

Retiring President Paul M. Gallaway of the Rotary Club of Tulsa, Okla., was presented with a handsome gold watch by the members of the club. On the case of the watch was a Rotary wheel in gold and blue enamel. It is said that Gallaway is as proud of the watch as a boy with a new horn, and the members of the Tulsa club are equally as proud of the first president of their organization.

### VICTORIA Enjoys Visits from Delegates Returning Home.

Many Rotarians on their way home from San Francisco have been looking up the members of the Victoria Rotary Club and bringing with them

(Continued on page 410.)





No. 71  
**REGULAR  
ENAMELED  
LAPEL  
BUTTON**  
14K Gold, \$1.50  
10K Gold, \$1.35



No. 71-1  
**ENAMELED  
DIAMOND  
BUTTON**  
Fine White Full  
Cut Diamond.  
\$5.00 to \$25.00.



No. 1000  
**ROTARY COAT  
CHAIN**  
Solid Gold, \$4.50  
Gold Filled, \$3.50



No. 305 No. 306 No. 307  
**COMBINATION ROTARY  
BUTTONS.**  
14 Karat Gold.....\$2.75  
10 Karat Gold..... 2.25



No. 900  
**NEW LADIES' ROTARY  
BROOCH.**  
Solid Gold .....\$3.75  
Gold Filled ..... 1.50




No. 50  
**ROTARY FOB.**  
14 Karat Gold.....\$15.00  
10 Karat Gold..... 11.00  
Perfectly Cut Fine White Diamond,  
Additional, \$10.00 and up.  
Sterling Silver .....\$4.00  
Gold Filled ..... 3.50  
Gold Plate ..... 3.00

**The Miller Jewelry Co. (J. C. Miller, Rotarian)**  
Greenwood Bldg. Rotary Jewelry Catalogue On Application from us or your Jeweler CINCINNATI

**Keyser Fry**  
Trade Factor and Jobber of  
***Everything for the Auto  
and Bicycle***  
Reading, Pa.  
Manufacturer of  
***Reading Standard Bicycles***

**Magazine Subscriptions**  
  
**BEST SERVICE  
LOWEST PRICES**  
  
**Stanley R. Kaufman**  
227 Penn Street Reading, Pa.  
*May I Have your Magazine Order?*



For  
"Motorist's  
Throat"—  
that dry, harsh  
feeling  
from wind  
and dust is re-  
lieved by Luden's.

**LUDEN'S**  
Menthol Candy **Cough Drops**  
*"Give Quick Relief"*  
from coughs, colds and throat  
irritations. Luden's are national  
"throat easers"—  
*"Luden's Have A Hundred Uses"*

Sold everywhere—  
stores, shops,  
stands—in the  
yellow box at  
WM. H. LUDEN  
Mfg. Confectioner  
Reading, Pa.

5¢



**SERVICE**

is the keynote of Allen supremacy. The famous ALLEN TIRE CASE and ALLEN TYROMETER should be on your car. See your dealer.

**The Allen Auto Specialty Co.**  
Manufacturers

1926 Broadway New York      1627 Michigan Ave. Chicago

## Brimful of the Best

Fill up your glass with sparkling, natural spring water, drawn from the cool depths of St. Patrick's Well in Dublin, or from the famous Cromac Springs of Belfast, and blended with the choicest of choice ginger. Fill it brimful with the most delicious and invigorating drink that ever quenched a healthy thirst or put an edge to appetite. At the Hotel, the Restaurant, at home, fill up your glass with—

**"C & C"**

(Cantrell & Cochrane's)

**Ginger Ale**

EXPORTED TO ALL PARTS OF THE WORLD  
Made by **CANTRELL & COCHRANE, LTD.**

DUBLIN & BELFAST

(Estd. 1852)

WE ARE ROTARIANS

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 408.)

whiffs of the bracing atmosphere of the Convention. Contact with these visitors has a tonic effect on the stay-at-homes who were unable to attend that event. Victoria Rotarians will not forget quickly the visit of the Eastern Division clubs. It only lasted two hours but they certainly were two crowded hours of glorious life. As for Mulholland's visit in July not only the club's own members but many guests who heard his address have a new conception of Rotary.

At a recent meeting Mrs. Joseph Fels and party were guests and spoke on vacant land cultivation.

A large contingent of retired business men live in Victoria, attracted by the climate, scenery and other advantages. Many of these take an active part in the life of the community and it has been decided to admit them to the club in the proportion of five per cent of the total membership. If any such retired member takes up any occupation he must apply for a new classification, which the directors may refuse at their discretion.

### WHEELING Rotarians give Children Three Weeks Outing.

From August 10th to September 4th the children of the King's Daughter's Day Nursery of Wheeling were maintained by the Wheeling Rotary Club on a large farm a few miles out from the city. The club secured the use of the property for this purpose free of charge from Col. Hanse McCullough, Mgr. of the Farm Department of the Fidelity Investment Association. It is a 314-acre tract of land and is known as the Jacobs Farm.

Immediately following the regular Rotary luncheon of August 10th, the Rotarians went to the day nursery and bundled the "kiddies" into their automobiles and took them out to the farm. The supplies and equipment for the outing, which had been ordered sent out in the morning, were delayed because the drivers of the moving vans took the wrong road and did not reach the farm until after the children were there, but the Rotarians jumped in and helped put things right in a jiffy. There were twenty-eight children in the party. From that time until the return on Saturday night, September 4th, different members of the club, made daily trips to the farm.

The venture was such a splendid success that the precedent undoubtedly will be followed next summer.

### WINNIPEG Entertains "Easterners"; Letter from Rotarian Soldier.

The Winnipeg Rotarians entertained the "Eastern Special" returning from the San Francisco Convention. The visitors, numbering 100 Rotarians from New York, Brooklyn, Cleveland and other eastern cities, were given a hearty breakfast and a drive through the financial and distributing centre of the Canadian West.

Rotarian Wiggins sends a letter written to President Calder by F. W. Benwell, member of the Winnipeg Rotary Club, dated 25th July, 1915, which reads in part:

"Dear Mr. Calder: It seems useless for me to

(Continued on page 412.)

Do your Xmas shopping early—& often!!!



## Is There Anybody Present Who Is Interested In Hollyday Gifts!

These are some of the things that the 'leven little leathersmiths fuss up on rainy afternoons and other odd idle hours—we've made a raft of 'em for you and the other Good Souls for this coming Xmas—and whether you realize it or not, it IS coming—it'll be here in about a minute!

The thing for you to do, if I may suggest it, is to send to the 'leven little leathersmiths for a catalog—or better still, if you will allow me to help you, ask that some sample pcs. be sent you on approval. Tell me in a general way as to the sort of articles that most interest you and give me an idea as to the price range—and lickety-split the letter-carrier will be at your front door!

Uncle Sam will send his men anywheres for the 'leven little leathersmiths!

Yours right cheerily,

*Chas. H. S. Sallaman*

for THE LEATHERSMITH SHOPS

1033 Race Street

Philadelphia, U. S. A.

P. S.—We make also some of these leather gifts with the Rotary Emblem on 'em—possibly you've seen them in some of our previous advertisements—we'll send samples of them too, sure thing!

Some folks there be who have the 'leven little leathersmiths make up Business Gifts in quantities to give to their customers—savvy?



GET YOUR AUTO SPECIALTIES FROM

# LANDERS

TOLEDO

and get Prompt Service, Low Prices, Satisfaction.

Buckram	Webbing
Mohair	Strain Straps
Enameled and	Top Materials
Rubber Muslins	(colors to match)
Drills and	Flaxene
Ducks	Burlap
Carpets	Transparent Celluloid
Fibre Cord	Wadding
Imitation Leather	Cushion Canvas
Bow Lining	Etc.

Write for samples and prices.

THE LANDERS BROS. CO.  
Dept. R4, Toledo, Ohio

APPROVED BY THE NATIONAL BOARD  
TRADE MARK  
**H.M.R.**  
ESTABLISHED 1868  
OF FIRE UNDERWRITERS

## Reynolds Shingles


(Guaranteed)

Fire-resisting, four permanent colors, absolutely uniform as to size and color, non-fading mineral surfaced—the most satisfactory and economical roof known.

Write for samples and prices.

**H. M. Reynolds Asphalt Shingle Co.**  
"Originators of the Asphalt Shingle,"  
GRAND RAPIDS, MICHIGAN.

INK SACK  
PRESSURE BAR  
NON ROLL SLEEVE



The "Works"  
of our  
Fountain Pen

See our ad in December issue of THE ROTARIAN or ask Tom Phillips.

A Money Back Proposition.

THE COIT READYFILL PEN CO.  
58 W. Randolph St., - - - - - Chicago

## THE CROWN HOTEL

—PROVIDENCE, R. I.—

FAIRNESS The Home of Simplicity, Refine- GOOD  
COURTESY ment and Comfort for the Traveler SERVICE

FRED MANSFIELD, Prop., Rotarian  
WM. H. WADE, Manager

AT HOME OR INSTITUTE **NEAL** THREE DAY TREATMENT

Overcomes cause and effects of the use of

# DRINK OR DRUGS

Call or address J. E. BRUCE, President (a Rotarian), at head NEAL INSTITUTE, No. 811-R East 49th Street, Chicago (Oakland 439).  
**60 Neal Institutes in Principal Cities**

**DO YOU** want to be represented in Buffalo and surrounding territory by a Buffalo Rotarian? Address Broker c-o THE ROTARIAN, 910 Michigan Ave., Chicago

### (WHAT THE CLUBS ARE DOING.)

(Continued from page 410.)

wait longer for something to happen in order that I might write interestingly in reply to your most encouraging letter of May 21st. If you were in Llandrindod at this present moment you would find it difficult to realize that a great war is in progress.

"A few weeks ago 'corps pay' examinations were held for the benefit of the newest recruits. In medical matters a little knowledge is a dangerous thing, and, as is usual in these examinations, some extraordinary answers were given. One question was: 'What sanitary precautions should be adopted in camp? To which one bright youth replied: 'Burn everything, especially the refugees.' Another question was: 'What should a soldier do to prevent or allay thirst on the march?' Having in mind the sucking of a pebble the unexpected answer came: 'Put a brick in his mouth.' We also learnt that a camp should not be placed on the 'top of a mountain,' nor in 'the bed of a river.'

"I am still without definite tidings of Messrs. Lightfoot, McKenzie and Morley. Have you any good news? I sincerely hope so.

"Please give my love to all the boys who are keeping the commercial flag flying at home (no light task), besides making many sacrifices of time and money in behalf of Canada's fighting representatives.

"May the good harvest I hear about materialize and assist you all in your good work.

"Faithfully yours,

"(Signed) F. W. BENWELL."

### LONDON (England) Club Doubles Since January 1st.

Rotarian Charles H. Dewey sent the following from the London, England, Rotary Club:

"Rotary continues to grow in the great Metropolitan, but owing to the terrible affliction of the war definite plans are difficult to arrange. Members are all so busily engaged in war work in their own immediate vicinity, that, naturally, centralised work as a Club would possibly mean the withdrawal of workers from causes with which they are now associated and doing splendid work. As an instance, one of our members by street-corner work claims over one hundred recruits, the help given our City and Country such as this, although reflecting every credit to the individual Rotarian, cannot immediately be identified with the Club, but can be added to its credit when in the future we review the efforts being put forward by members in their individual capacity.

"In Rotarian H. N. Bolton we have an ideal President, and his example in the Chair should be an excellent precedent for his successors to follow, and if the quality can be kept up to a high standard, the Rotary Club of London will yet be a great force in our City.

"The London Rotary Club is probably the only Club in the United Kingdom that has doubled its membership since the 1st of January last. On January 1st we had 80 Members; on August 15th we have 170."

### NEW YORK Made Happy by Gift of Another Pennant.

The New York Rotary club has added another  
(Continued on page 414.)

**Guaranteed**  
**Gummed Labels**

Stick when they should and  
**NOT** when they shouldn't

**Every Business Needs Them**

Send for Prices and Catalog

**Fenton Label Co.**

INC.

E. MINER FENTON, President  
 Rotarian

9th & Thompson Sts., Philadelphia, Pa.



PHILADELPHIA, PA.

**GEUTING'S**

[Pronounced Gyting]

**Shoe Headquarters for  
 Rotarians in Philadelphia**

1230 Market Street and 19 South 11th Street

400  
 Rooms  
 400 Baths  
 No Inside Rooms  
 French Cuisine  
 Convention Hall  
 Absolutely Fireproof

**HOTEL  
 ADELPHIA**

Chestnut St. at Thirteenth  
 PHILADELPHIA, PA.

Two blocks from either the Pennsylvania or the Reading Railroads.  
 MODERATE TARIFF.

DAVID B. PROVAN  
 Managing Director

In the Centre of Shopping, Theatre  
 and Club Districts

**Moore Push Pins**

MOORE PUSH-LESS  
 HANGERS.

Simplify Picture-Hanging.

When you want to beautify  
 your home with wall decorations  
 be sure to ask your Rotarian  
 Stationery, Hardware or Photo  
 Supply dealer for Moore Push  
 Products. 10 cents.

Moore Push-pin Co., Philadelphia, Pa.



No. 1  
 Glass  
 Head



**Oriental Rugs**  
 for Particular People

If you are looking for an Oriental Rug, send us the size and description of your room and we will tell you what we have nearest your requirements.

Oriental Rugs sent to Rotarians on approval anywhere in U. S.

**DAVIS & NAHIKIAN**  
 Importers

378 Woodward Ave.  
 DETROIT

201-03 South 13th St.  
 PHILADELPHIA



## FLORISTS In Rotary

These ROTARY FLORISTS will deliver flowers in their respective cities upon telegraphic or mail order. The best way to place an order is to leave same with your local Rotary Florist who will rush it to the Florist in the city where you wish the flowers sent. *Satisfaction guaranteed in every respect.*

ALBANY, N. Y.	WM. C. GLOECKNER, 97 State St.
ATLANTA, GA.	THE C. A. DAHL CO., 123 Peachtree St.
ATLANTIC CITY, N. J.	GEORGE H. BERKE, 1505 Pacific Ave.
AUSTIN, TEX.	HYDE PARK FLORAL CO., 822 Congress Ave.
BALTIMORE, MD.	SEIDEWITZ FLOWER SHOP, 323 No. Charles St.
BOSTON, MASS.	J. NEWMAN & SONS, 24 Tremont St.
BROOKLYN, N. Y.	J. EBB WEIR & CO., Fifth Ave. and 25th St.
BUFFALO, N. Y.	ANDERSON, THE FLORIST, 440 Main St.
BUFFALO, N. Y.	WM. F. KASTING CO., (Wholesale Only), 383 Ellicott St.
CINCINNATI, OHIO	JULIUS BAER, 138-140 E. Fourth St.
CLEVELAND, OHIO	THE JONES-RUSSELL CO., 1294-1308 Euclid Ave.
DAYTON, OHIO	THE HEISS CO., 112 So. Main St.
DETROIT, MICH.	EDWARD A. FETTERS, 114 Farmer St.
HAMILTON, ONT.	JOHN CONNOR CO., Ltd., 69 King St. East.
HARRISBURG, PA.	F. E. RIDENOUR, 1221 No. Third St.
HOUSTON, TEX.	R. C. KERR FLORAL CO., Main and McKenny Sts.
JACKSONVILLE, FLA.	MILLS, THE FLORIST, Inc., 36 W. Forsyth St.
LOS ANGELES, CALIF.	REDONDO FLORAL CO., 246 So. Spring St.
LOS ANGELES, CALIF.	WRIGHT'S FLOWER SHOP, 224 W. Fourth St.
LOUISVILLE, KY.	FRED HAUPT CO., 221 W. Jefferson St.
MACON, GA.	IDLE HOUR NURSERIES, 109 Cotton Ave.
MILWAUKEE, WIS.	A. CURRIE & COMPANY, 130 Wisconsin St.
MINNEAPOLIS, MINN.	WHITTED FLORAL CO., 34 So. Fifth St.
NASHVILLE, TENN.	JOY FLORAL CO., 601 Church St.
NEW CASTLE, PA.	FISCHER & McGRATH, 12 No. Mill St.
NEW YORK, N. Y.	C. F. BERTANZEL, The Wheatley Gardens (Roslyn, L. I.).
NEW YORK, N. Y.	HARRY GESSNER, 1256 Broadway (Imperial Hotel).
OAKLAND, CALIF.	H. M. SANBORN, 1325 Broadway. (Also Berkeley).
OMAHA, NEBR.	L. M. ROGERS, Prop. Floral Dept., Brandeis Stores.
PATERSON, N. J.	EDWARD SCEERY, 85 Broadway. (Also Passaic, N. J.)
PHOENIX, ARIZ.	MORTON'S FLOWER SHOP, 115 No. First Ave.
PORTLAND, ORE.	MAX M. SMITH, 141 1/2 Sixth St.
PROVIDENCE, R. I.	JOHNSTON BROS. (Wholesale and Retail), 38 Dorrance St.
ROANOKE, VA.	FALLON—FLORIST.
ROCHESTER, N. Y.	H. E. WILSON, 88 Main St.
ST. LOUIS, MO.	GRIMM & GORLEY, 7th and Washington Ave.
ST. PAUL, MINN.	HOLM & OLSON, 20-24 W. Fifth St.
SEATTLE, WASH.	HOLLYWOOD GARDENS, 1534 Second Ave.
SIOUX CITY, IOWA.	J. C. RENNISON CO., Sixth and Pierce Sts.
TAMPA, FLA.	BOSTAIN FLORAL CO., Y. M. C. A. Bldg.
TERRE HAUTE, IND.	HEINL'S FLOWERS, 129 So. Seventh St.
WACO, TEX.	WOLF, THE FLORIST, 422 Franklin St.
WASHINGTON, D. C.	GUDE BROTHERS CO., 1214 "F" St., N. W.
WICHITA, KAN.	CHAS. P. MUELLER, 145 No. Main St.
WORCESTER, MASS.	RANDALL'S FLOWER SHOP, 13 Pleasant St.

### WHAT THE CLUBS ARE DOING.

(Continued from page 412.)

to the club pennants which adorn the walls of its main room at headquarters. The latest is the gift of the Rotary club of Toledo—a six-foot pennant with the International Rotary emblem in one corner and in handsome letters across the face the words—"Toledo, the Home of Our Frank." The gift is the result of a pleasant visit to New York by Carl May of Toledo. Charlie Pearson writes regarding the gift: "You may be sure of the keen appreciation we felt for this great courtesy and charming thoughtfulness. This is a splendid spirit and makes us exceedingly happy as one day follows close upon the other, because we feel sure that every morning brings something to make us know that Rotarians over the world are assisting us in making our headquarters in New York an attractive room and a constant reminder of the friends in Rotary throughout the world."

#### NEWARK Club Finds Summer Meetings Successful.

During July and August the usual dinner meetings were held by the Rotary club of Newark. This was a departure from the usual custom of the club of doing away with all Rotary meetings during

these two summer months. The experiment proved successful, judging from the size of the attendance and the interest displayed.

At the September meeting held on the 16th it was decided to put into effect several plans for increasing the membership. Each member is to be furnished a roster and a list of the various classifications to be worked on. It was the general feeling that the "stay-at-homes" should be weeded out and supplanted with men who take enough interest to attend the meetings.

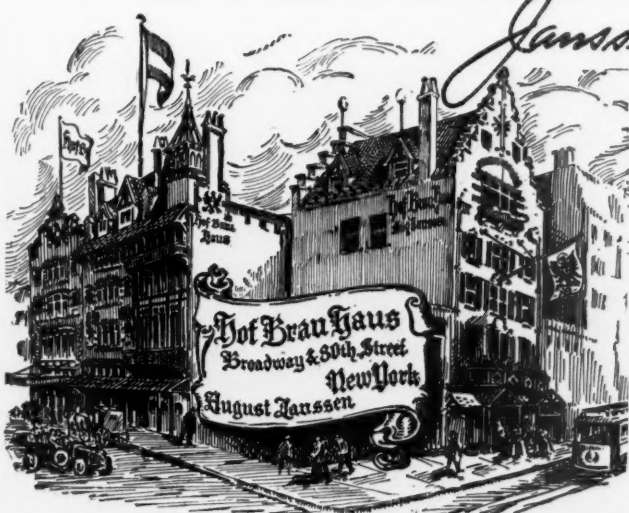
A committee was appointed to take action regarding a special Newark city feature edition of THE ROTARIAN. The date of this will be in 1916, and the occasion will be the 250th anniversary of the founding of the city of Newark. A quarter of a million dollars has been raised by the city for a 1916 Anniversary Celebration.

Business Life is the ideal of service to mankind, but we do not want it to be handed down to us by some central bureau. We want it to come out of our own experience. If there is any man in the club who is a 100% man and I am a 48% man, his job as a true Rotarian is to teach me to be a 100% man.

—S. L. WEAVER, Los Angeles Rotary Club.



*Janssen wants to see you*



Rotarian Headquarters at the  
**Famous**  
**Hofbräu**  
**Haus**  
 Broadway and Thirtieth St.  
 New York  
*Greatest Restaurant in America*

## THE KERCHER BATHS



Produce  
**HEALTH and HAPPINESS**  
 S. E. CORNER CONGRESS and WABASH  
 Just ask for GEORGE and say "Rotary"—  
 that's all.  
**Best Baths in Chicago Established 40 Years**  
 (Geo. Kercher, Member of Chicago Rotary Club)



## MORNING MEALS ON TIME!

**SIMPLEX**  
 Electric Toaster

With "Keep-Hot" Rack

Makes delicious, evenly-browned, hot toast, right at the table—enough for the whole family for a cent.  
 Write for Booklet: "The Dainty Way to Keep House"

**SIMPLEX ELECTRIC HEATING CO.**

Mfrs. of Everything for Electric Heating & Cooking  
 85 Sidney St., Cambridge, Mass. Member Boston Rotary Club

# Delicious Confections

**DONOFRIO'S**  
 Makers of CACTUS CANDY  
 Phoenix, Arizona

Arizona's Most Unique Product

**Donofrio's Crystallized Cactus Candy**  
 Made from the wild Cactus Plant of the Arizona Desert  
**DONOFRIO CONFECTIONERY CO., ROTARIANS**  
 Phoenix, Arizona

Send us One Dollar and a box of this delicious confection will be sent to you, postage prepaid. Safe arrival guaranteed.

## ROTARY BANKS EVERYWHERE

Depository for  
 I. A. of R. C.



You are invited to send us your terms for collecting items in your vicinity.

Write for our terms for good "Rotary Brand" of service.

**R. F. CHAPIN, Secy.**  
 Member Chicago Rotary Club

# Rotarians—

We want you to STOP at

## SAINT LOUIS

and visit us on your way to and  
from the

### 1916 CONVENTION

of the

International Association *of*  
Rotary Clubs

which will be held in  
CINCINNATI next year

We know we can make your visit  
with us both interesting and prof-  
itable

Saint Louis Rotary Club  
Business Men's League

*of* Saint Louis

# *The Book God Writes*

---

*A SONNET*

---

**By Frank E. Hering**

---

**W**HEN Twilight comes, go with your heavy heart  
Along the country way, where sweetly grows,  
Among the bending grass, the shy wild rose—

A thing of lonely beauty set apart  
From trodden paths; or catch the sounds that dart  
Along the aisles of night; or watch the glows  
That quiver at the edge of day—then close  
The wasted years, and let the new life start.

*The book of God lies round you everywhere!*

*The scent of rose, the cricket's chirp, the sweep  
Of field and lake and sky—are pages all*

*On which He writes. Go forth, the night is fair,  
And hearken with your soul until the call*

*To live and Serve has waked you from your sleep.*





# *Don't Shoot at Random—*

*when advertising*

## *Hit the Bulls-Eye*

When selecting an advertising medium you should be influenced by the quality of its circulation rather than by the quantity. A magazine with several hundred thousand circulation may reach only a few hundred people who would be interested in your particular products.

## *Don't Buy Chaff*

Why pay good money for the chaff when you can eliminate it by selecting a medium with a circulation made up of just the kind of people you want to reach? If you had one tenth of one per cent of the money that is paid out annually for circulation chaff you could retire from business.

## *22,000 Leaders*

The circulation of *THE ROTARIAN* is made up of 22,000 leaders in 185 of the principal cities of the United States, Canada, Great Britain and Ireland---men who are constantly in the market for every conceivable commodity for themselves, their businesses and their families. The motto of these men and their magazine is: "He Profits Most Who Serves Best." It is your privilege to talk to them through

## *The Magazine of Service*

**THE ROTARIAN**  
910 Michigan Ave.  
Chicago, U. S. A.